

Howe to urge action on South Africa

Sir Geoffrey Howe warned Mrs Thatcher that further measures against South Africa are inevitable...

The Government told a Commons committee that trade and other measures against South Africa would hurt Britain's external trade...

The all-party Commons Foreign Affairs Committee, in a report completed only days ago, had concluded that if the Foreign Secretary returned empty-handed...

The cabinet meets today to discuss its strategy for next week's Commonwealth summit and will be presented with Sir Geoffrey's judgement...

British interests 'will be eroded'

By Our Chief Political Correspondent

The imposition of trade and other measures against South Africa would run counter to Britain's interest as a nation dependent on external trade...

A Foreign Office memorandum to the committee, initially confidential but made public with the committee's report yesterday, declined to repeat predictions by the Government that sanctions against South Africa would cost Britain about 120,000 jobs...

However it said that there could be no doubt that a significant number of jobs, particularly in engineering, transport equipment and chemicals, were dependent on Britain's visible and invisible trade with South Africa...

The Foreign Affairs Committee, in a report which avoided any firm recommendations in an attempt to keep an all-party consensus, nevertheless issued a firm warning about the dangers of the Commonwealth breaking up...

The committee, which has seven Conservative members and four Labour, said that membership and leadership of the Commonwealth was undoubtedly an important diplomatic asset for Britain...

It went on: "The danger of the disintegration of the Commonwealth as a result of differences about policy towards South Africa is not to be dismissed lightly..."

Moreover given the relatively higher percentage of our exports going to South Africa, by comparison with those of our major competitors and our extensive investment interest we have more to lose than our competitors...

Although alternative sources could doubtless be found, prices would probably be higher. That could have implications for employment...

South Africa remained the seventeenth largest market for UK export goods, valued at more than £1 billion in 1985. According to the most recent survey, the book value of UK investment in South Africa at the end of 1985 was £2.8 billion...

The paper stated that unofficial estimates put the value of UK portfolio investment in South Africa at £1 billion but it said that the figures must be treated with caution because it

Continued on page 2, col 6

Militants force Labour MP to leave politics

By Michael McCarthy

The Labour MP for the Merseyside constituency of Knowsley North, Mr Robert Kilroy-Silk is quitting politics, claiming he has been driven out by members of the far-left Militant Tendency in his constituency...

He said yesterday: "They have destroyed my will to continue as an MP." Mr Kilroy-Silk, aged 44, is to join BBC television as the presenter of a new discussion programme...

He had a 17,000 majority in the last election and, as a former front bench spokesman for Labour on home affairs, could have expected a ministerial post in a future Labour government...

His decision to leave in September ends a long and bruising re-selection battle with his constituency's Militant members. He said: "I cannot continue for three years being constantly undermined, abused, shouted at and vilified by my own party and remain an enthusiast for politics."

"I wanted to be an MP from the age of 16. I read politics at The London School of Economics and then taught politics at Liverpool University so I could be an MP, and I never thought this day would come. But the extremists have destroyed my wish to carry on..."

The Militant-inspired campaign to have Mr Kilroy-Silk de-selected began after he won the new seat of Knowsley North, which includes two vast housing estates on the outskirts of Liverpool in 1983. He had formerly been MP for Ormskirk since 1974...

Mr Kilroy-Silk was being challenged by two far-left candidates, Mr Kevin Coombes and Mr Tony Mulhearn, who in the Labour Party national executive committee halted the re-selection process last November and ordered an inquiry into alleged irregularities into the composition of the Knowsley North constituency party management committee...

Continued on page 16, col 7



Mr Robert Kilroy-Silk after announcing his decision to quit politics yesterday (Photograph: Suresh Karadia)

Tomorrow

The Mafia on trial



A family caged: has Italy's biggest show trial of 474 mafiosi brought relief from persecution for Sicily?

Portfolio Gold

The Times Portfolio Gold daily competition prize of £4,000 was shared yesterday by two readers: Mrs B. Pangel of Twickenham, Middlesex, and Mr A. Hoare of Swanley, Kent.

Priest arrives

Father Lawrence Jenco, the American Roman Catholic priest held hostage in Lebanon, arrived in Britain last night after meeting the Pope in Rome.

Profit lesson

Success in business depends on getting management education properly organized, says Barry Barker in an introduction to today's General Appointments Pages 22-25

Class Lists

Table with columns for Home News, Overseas, Arts, etc. and corresponding page numbers.

Eight die in tribal homelands attacks

From Michael Hornsby, Johannesburg

At least eight people have been killed in two of South Africa's black tribal homelands in what appears to be armed attacks by anti-apartheid insurgents in the past 48 hours.

The dead included the Minister of Internal Affairs of KwaNdebele, Mr Piet Ntuli, whose car exploded in Siyabuswa, the homeland's capital, on Tuesday night, according to the Bureau for Information in Pretoria.

Another seven people - three policemen and four civilians - were also killed in an attack by men armed with AK 47 rifles and hand grenades on the police station in Umtata, the capital of the Xhosa-speaking Transkei, in the Eastern Cape, which is one of four tribal homelands to have accepted "independence" from Pretoria.

KwaNdebele, about 70 miles north-east of Pretoria, has been in turmoil since the beginning of the year because of the homeland Government's decision to accept independence on December 11 of last year.

Mr Ntuli was the right-hand man of Mr Simon Skosana, KwaNdebele's Chief Minister, and headed a black vigilante unit widely held responsible for the murder of fellow blacks opposed to both independence and the Moutse deal.

Recently, KwaNdebele's tribal administration has been reported to be having second thoughts about independence, which would strip its 300,000 residents of South African citizenship and any claim on political rights in South Africa.

Meanwhile, a full bench of the Grahamstown Supreme Court has invalidated curfews and bans on public meetings and funerals in the Eastern Cape.

Continued on page 2, col 6

Thatcher cancels arts festival visit

By John Goodbody

Mrs Margaret Thatcher has bowed to Edinburgh's Labour-controlled district council and will not be visiting the Commonwealth Games arts festival in the city's Assembly Rooms, which the council owns. There will be no civic reception.

However the Prime Minister, who arrives in Scotland today, will go to Meadowbank stadium tomorrow, since she has been invited by the organizers and the Commonwealth Games Federation. Dr John McKay, the Lord Provost of Edinburgh, has said that it was the "unconsidered remarks" of the Prime Minister about not imposing full economic sanctions on South Africa that sparked off the boycott of 32 members of the federation.

Mr Robert Maxwell, chairman of the organizing committee, criticized the council for failing to distinguish between its members' responsibilities as city fathers and their role as local party politicians.

Mr Maxwell yesterday met the Prince and Princess of Wales when they visited the Commonwealth village. Sebastian Coe has withdrawn from the 1,500m race today, because of a throat infection.

Games reports, page 28

900 flee liner as blast starts fire

Miami (AP/Reuter) - At least seven people were injured, one critically, and 897 passengers evacuated in lifeboats when fire broke out after an explosion on the cruise ship Emerald Seas about 50 miles north of Nassau and 130 miles east of Miami yesterday.

The Coast Guard said the ship was in the Berry Islands, and that the fire, which took 2½ hours to control, started after an explosion in the storeroom. There were no immediate details of damage.

The Coast Guard said the critically injured person was burned, but he had no further detail on injuries, including whether the injured were passengers or crew.

The Coast Guard planned to fly the injured to a hospital in Nassau, but the critically injured person will then be flown to the Jackson Memorial Hospital burns treatment centre in Miami, he said.

The ship, which can carry up to 970 passengers, was being evacuated as a precaution, he said. It was not in danger of sinking.

Three Coast Guard helicopters and a rescue jet were sent to the scene. Passengers in lifeboats were being taken to nearby Little Stirrup Cay, a tiny island normally used by the ship's owners as a special tourist attraction.

WASHINGTON: An unarmed missile fired during a practice run by a Navy F-14 fighter blew a hole in a commercial tanker carrying 26,000 barrels of oil 60 miles off Norfolk, Virginia, a US Navy spokesman said yesterday (Reuter reports).

The explosion caused by the F-14 Sidewinder air-to-air missile started a small fire on the Western Sun, but there were no injuries.

American trade gap tops \$14bn

From Bailey Morris Washington

The United States suffered another massive trade gap in June, with the \$14.2 billion deficit topping the expectations of analysts. Officials at the US Commerce Department blamed a continued inflow of low-cost oil imports and another sharp deterioration in agricultural trade.

These figures started profit-taking in the dollar. The only bright spots were a downward revision of the May deficit - from \$14.2 billion to \$13.12 billion - and a cut in the trade gap with Japan to \$3.69 billion from May's \$4.9 billion.

Car bomber executed

Beirut - Militiamen of the Shia Muslim Amal movement, led by Mr Nabih Berri, Lebanon's Justice Minister, yesterday took justice into their own hands by publicly executing a car bomber.

He had sentenced him to death for plotting to blow up a militia office in West Beirut with a car loaded with 770 lb of explosives three months ago (Juan Carlos Gumucio writes).

Blindfolded and with his hands tied behind his back, Moheideen Saleh, aged 23, a Sunni Muslim, was forced to lie on the ground. Watched by a crowd of 1,000 people, two militiamen then fired at least 10 rounds from Kalashnikov automatic rifles at him from close range.

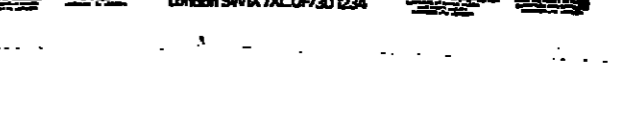
"He killed many people and wanted to kill more," an Amal militiaman said. The execution was clearly aimed as a warning after two car bomb attacks killed 55 people in Christian and Muslim sectors of Beirut this week.

It came as both sides accused one another of the attacks.

HARRODS SALE ENDS SATURDAY 2ND AUGUST

Fabulous Final Reductions on Linens

Table listing various linens and their prices, including Towels Quarter Price, Bed Linens Quarter Price, and All discontinued Bed Linen ranges.



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# Plea to doctors over cough

By Thomson Prentice  
Science Correspondent

The medical profession throughout Britain is being urged to help to fight a whooping cough epidemic which is due to reach a peak this autumn.

Sir Donald Acheson, chief medical officer at the Department of Health and Social Security, and Mrs Anne Poole, the chief nursing officer, have written to doctors and nurses, appealing to them to maintain the momentum on immunization against the disease, after a government-sponsored campaign launched last September.

Immunization rates among infants have risen slowly, from 51 per cent in 1982 to 65 per cent in 1984, but are still as much as 20 per cent lower than vaccinations for other diseases. Concern among parents about possible side effects of the whooping cough vaccine has been an important factor for the low rate.

"If parents can be persuaded to have all susceptible children under the age of six protected, except where the doctor advises against it, the level of immunity in the population will be such that this prolonged and unpleasant disease can be virtually eliminated," Sir Donald and Mrs Poole said yesterday.

Doctors and nurses are being told in the Department of Health letter that action now can still reduce the impact of the current epidemic, which occurs in four-year cycles.

The Royal Society of Medicine yesterday called for a mass immunization programme for homosexuals against hepatitis, who are 500 times more likely to get the disease than heterosexuals.



Mrs Glenys Kinnock leaving Northampton with Monsignor Bruce Kent on the anti-nuclear march to Towcester.

## Mrs Kinnock in march

Mrs Glenys Kinnock, wife of the Labour Party leader, joined Monsignor Bruce Kent, vice-chairman of the Campaign for Nuclear Disarmament (CND), on an anti-nuclear march yesterday.

Mrs Kinnock set out on the 11-mile Northampton to Towcester leg of a 500-mile march by Mr Kent from the Faslane Polaris submarine base in Scotland to the nuclear

armaments factory at Burghleigh, Berkshire. She said she wanted to show the links between disarmament and development, and that Third World people were dying while the developed world was spending money "to arm ourselves to death".

The march, which will finish next week, has so far raised £75,000 for War On Want and the CND.

# Where provinces outdo the rich South

By Robin Young

The South-east is the wealthiest region in Britain, but East Anglia the most rapidly growing. The North-west has the highest birth rate, while the East Midlands tops the league for violence against the person and sexual offences.

Northern Ireland has more church marriages and the lowest illegitimacy rates, but also the highest death rate from heart disease, while the North has most cancer deaths.

All those, and thousands more facts besides, are contained in 160 tables,

maps and charts of regional data produced by the Government Statistical Service to make up the twenty-first edition of the Central Statistical Office's annual publication, *Regional Trends*.

Chapters include coverage of population (30 per cent up in East Anglia since 1961); housing (Northern Ireland exceptional in having a higher completion rate in 1984 than in 1979); health (more than twice the number of health service beds per 1,000 of population available in Scotland than in the Oxford regional health authority); law enforcement

(more than twice the proportion of motoring prosecutions for reckless or careless driving in Northern Ireland than in any other region); and education (Scotland has the smallest pupil/teacher ratio but Greater London has the smallest class sizes).

On employment, it is disclosed that the North was the only region where the civilian working population (which includes the unemployed) was smaller in 1985 than it was in 1975.

Foreign-owned enterprises accounted for 36 per cent of net capital expenditure in manufacturing in Northern Ireland in 1983, but only 9

per cent in Yorkshire and Humberside and the West Midlands. Nearly a quarter of the United Kingdom dairy herd is in the South-west, and nearly a third of the beef herd in Scotland. On transport the South-west has more cars per head than any other region.

People in the South-east were most likely to own all consumer durables, except washing machines. In contrast Northern Irish households were among the least likely to have most durables, yet have an unusually high ownership of dishwashers.

Tomorrow: earnings

# Smear tests fail to halt cancer deaths

By Thomson Prentice, Science Correspondent

A large increase in the number of tests for cervical cancer has resulted in only a small decrease in the deaths from the disease, according to the latest government health statistics.

The reduction was described as "wretched and appalling" by a leading specialist yesterday.

"We are only barely containing the problem and unless we do something urgently we will be facing a huge increase in deaths by the end of the century," Dr Robert Yule, head of Britain's biggest cervical smear testing laboratory, said.

The figures show that 3.4 million tests were carried out in 1984, 24 per cent more than in 1979. But 2,130 women in Britain died from the disease in 1984, only 9 per cent fewer than five years earlier. Cervical cancer can be cured if detected and treated at an early stage.

"A reduction in the death rate of about 2 per cent a year is disgraceful. It shows that we are not helping the women most at risk, those over 40 and those in the lower socio-economic classes," Dr Yule said.

The number of tests

sounds large but it actually means that only about one and a half million women a year are being tested, and that is pathetic.

About five million women should be receiving the test annually, according to Dr Yule, who is consultant cytopathologist at the Christie Hospital, Manchester.

The government statistics for 1984 also show a 7 per cent rise in the number of legal abortions, and suggest that the increase may have been linked with a "pill scare" the previous year. Many women stopped using oral contraceptives because of publicity that associated some types of pill with an increased risk of cancer.

Low rates of vaccination of children against whooping cough indicate that many parents are still concerned about possible side effects.

Waiting lists for hospital treatment were longest in the North-east Thames health region in London, and shortest in the neighbouring North-west Thames region. Private medical insurance was more likely to be held in the south-east of England than anywhere else in Britain.

## Ulster 'is most law abiding'

By Peter Evans  
Home Affairs Correspondent

Northern Ireland is the most law-abiding place in the United Kingdom, according to figures of notifiable offences recorded by the police. There is not as much violence against the person there as in some other places and much less criminal damage.

That is how Northern Ireland appears when the offences are given per 100,000 population in *Regional Trends*. With 4,292 offences in 1984, it has fewer than half the 9,229 of top-of-the-table Scotland, and even the North (8,734) and North-west (8,642). Next in criminality come Yorkshire and Humberside (7,303), the South-east (7,172), West Midlands (7,006), East Midlands (6,333), Wales (6,109), South-west (5,056) and East Anglia (4,739).

But Northern Ireland comes top for robbery and the South-east next. Scotland scores heavily with fraud and forgery and the highest incidence of criminal damage. The South-east has by no means as much burglary (1,622) as, say, the North (2,679). North-west

figures for Scotland are not strictly comparable with those for England and Wales because of differences in legal systems, recording, and classification. Northern Ireland figures exclude criminal damage valued at £200 or less.



Operations in which firearms were issued to police in Great Britain were 17 per cent fewer in 1984 than in 1983.

Variations in the rate per armed robbery result from differences in police force policies for issuing firearms. The report gives the number of operations in which firearms were issued to the police and the number of armed robberies in each region, then gives the ratio of issues to armed robberies: in the South-east 1.30 compared with 4.14 in the South-west.

The report shows differences in court sentencing.

## Home ownership up by 8%

By Christopher Warman, Property Correspondent

Home ownership in the United Kingdom, now standing at about 62 per cent, shows wide regional variations, the survey shows.

In Scotland, where home ownership has traditionally been in the minority, it stood at 40 per cent in 1984 but that compared with 33 per cent in 1974. By contrast the highest level was in the south-west of England, where home ownership increased from 61 per cent to 69 per cent in the 10 years to 1984.

In all regions, home ownership increased during the period by 8 or 9 per cent, with a particular rise in the past five years, during which council

tenants have had the right to buy.

The proportion of homes rented from local authorities or new town corporations rose slightly or remained steady between 1974 and 1979 but fell by 3 per cent or more from 1979 to 1984, reflecting the right-to-buy legislation.

The statistics chart the continuing increase in house prices, and show how the high prices in London and the South-east reflect relatively high costs of housing land.

The recorded price of housing land in the North in 1984 was £65,000 per hectare, and land prices accounted for 9 per cent of the cost of a new

dwelling, whereas in the South-east the figure was £313,000, compared with £238,000 in 1983.

In Greater London the cost of housing land per hectare increased from £493,000 in 1983 to £559,000 in 1984, but because of the high cost of London housing the land accounted for a slightly lower percentage of the price - 26 per cent - than in the South-east generally.

For the South-east outside Greater London, the price in 1984 was £269,000 per hectare, compared with £100,000 in the North-west, £150,000 in the West Midlands and £74,000 in East Anglia.

### HOUSING TENURE

	Owner-occupied			Rented from local authority or new town			Private-sector renting including housing associations		
	1974	1979	1984	1974	1979	1984	1974	1979	1984
United Kingdom	53	55	61	31	32	28	19	13	11
North	45	47	54	39	40	35	16	13	11
York & Humberside	53	52	58	32	32	29	15	12	10
East Midlands	56	55	62	28	28	25	16	12	10
East Anglia	55	58	65	26	26	23	19	15	13
South East	55	57	63	26	27	24	19	15	13
South West	61	63	69	22	22	19	17	15	13
West Midlands	55	57	62	33	33	29	13	10	9
North West	57	59	64	29	30	26	14	11	9
England	55	57	63	28	29	26	17	14	11
Scotland	33	38	40	28	29	24	14	12	10
Northern Ireland	48	52	57	37	38	36	15	10	8

Source: The Department of Environment

## PARLIAMENT JULY 30 1986 Docklands

### Light rail link essential to finance centre development

#### LONDON DOCKS

Without an extension of the London docklands light railway to Canary Wharf it would be impossible to go ahead with a proposed massive new finance centre covering 71 acres and including three office blocks one 350 feet high. Lord Hacking (Ind) said in the House of Lords when successfully moving the second reading of the London Docklands Railway (City Extension) Bill.

Without the railway link, he said, the complex could only become a satellite in danger of moving away to an orbit separate from the City of London. The developers had said that without the rail link they would not go ahead with the finance centre.

That was not to downgrade road plans and even a link via the Thames, but the rail link would provide a four-way interchange at Bank station with the

underground. There was no truth in the rumour that the Northern Line was in danger of closing.

The new docklands light railway, due to be completed by 1989, would greatly improve the public transport system of the region.

The Canary Wharf development would be the biggest private investment project in the world, covering a space of 12.4 million square feet of which 8.8 million would be office accommodation and support services.

It would create 57,000 jobs when completed, of which 21,000 would be available to people living locally.

The light railway, both the original line and the proposed extension up to the Bank of England, would cost an estimated £200 million, about half the cost of a conventional rail system.

Lord Selson of Garston said that it seemed to him that what they were talking about was not a

regeneration of London Docklands but the creation of a new capital city, a third as big as London.

He moved an instruction that the select committee considering the Bill should have regard to the consequences of the proposals on the rest of the South East region and in particular on the City of London.

This has ceased (he said) to be merely regeneration of London Docklands. This has now become something extra, much bigger.

Lord Aberdare (Ind) said there were 15 petitions against the Bill so the select committee would be hearing a wide variety of objections to it. Earl of Limerick (Con) said more space was needed for the development of financial services and the developers of the project had made it clear that they were not willing to proceed unless there was a railway.

## 100,000 sales a year

#### COUNCIL HOUSES

Under the tenant's right to buy legislation, sales of fitting tenancies were running at about 100,000 a year and already totalled nearly a million altogether. Lord Eton, Minister of State for Environment, said when moving second reading of the Housing and Planning Bill in the Lords.

However, very few of the buyers were people who lived in flats. They made up only 4 per cent of the total, and the scheme

should be changed for their benefit. The Bill would increase the maximum discount available to tenants of flats from 60 per cent to 70 per cent after 15 years' tenancy. It would also reduce the period during which the purchaser of a dwelling under the scheme who sold it was liable to repay a proportion of the discount on resale from five years to three.

With its other provisions the Bill would increase the numbers of those who would buy their council flats and improve the management of many housing estates.

#### Sale board limits

Stricter limitations on the size and in some circumstances, the number of estate agents' boards which may be displayed on residential property are proposed in a consultation paper issued today by the Department of Environment. Lord Eton, Minister of State for Environment, said in a written reply.

New peer introduced Lord Bonham Carter, formerly Mr Mark Bonham Carter, the first chairman of the Race Relations Board, 1966-70, and Chairman of the Community Relations Commission, 1971-77, was introduced as a life peer.

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Superpower summit

Reagan conciliatory as preliminary meeting arranged with Moscow

From Christopher Thomas, Washington

The stage looks set at last for a superpower summit meeting this year after a tentative agreement for talks in Washington on September 19-20 between Mr George Shultz, the US Secretary of State, and Mr Eduard Shevardnadze, the Soviet Foreign Minister.

The encounter is designed to fix a firm date for the summit in the United States.

To smooth the way Mr Reagan is being extremely conciliatory in public about Moscow and its leaders, calling Mr Gorbachov "a modern man". He said that a letter on arms control sent to the Soviet leader last Friday "underlines my determination to keep the momentum going".

His repeated claims that his Star Wars initiative could lead to the elimination of nuclear weapons is not shared by most senior officials of the programme, who say that at best it could be expected to

"devalue" Soviet nuclear missiles by providing a defensive shield against them in space.

A fully effective shield is not regarded as technically feasible, Dr Allen Mense, deputy chief scientist of the project, has said that the objective would be to "minimise the maximum risk" of enemy missiles hitting the US.

Mr Gorbachov is believed to have proposed in his letter to Mr Reagan that there should be an extension of the Anti-Ballistic Missile treaty for 15 to 20 years, which would prohibit deployment of a space-based system.

Mr Reagan has suggested a delay of five to seven years for deployment in space. Since the US is unlikely to be ready to deploy weapons for at least 10 years, the sides seem extremely close on this issue.

But Mr Reagan insisted: "We will not bargain away SDI, because it is a promising area of technology that could release the world from the threat of ballistic missiles. We must continue our SDI programme on schedule."

Salt talks reach an abrupt end

Geneva - The US-Soviet talks on the 1979 Salt 2 Treaty wound up abruptly yesterday with a cryptic US communique saying that the Russians had rejected Washington's initiative (Alan McGreggor writes).

The communique said that the Russians had rejected President Reagan's call to join in establishing "an interim framework of truly mutual restraint pending conclusion of a verifiable agreement on deep and equitable reductions."

Gorbachov defends arms spending

Mr Mikhail Gorbachov, the Soviet leader, yesterday defended the Kremlin's arms spending in a talk with residents of the Far Eastern city of Khabarovsk, Moscow radio said (Reuter reports).

And however much it costs our people to spend on defence, never, in any place I have been in the Soviet Union, have I heard anyone saying, 'Mikhail Sergeevich, let's abandon defence and move everything to consumer goods', he added.

Mr Gorbachov met chiefs of the Soviet Far Eastern military region during his visit, according to Tass. Mr Gorbachov has also visited the port of Vladivostok, home of the Soviet Pacific fleet, and the submarine-building centre of Komsomolsk-na-Amure during a trip through the Soviet Far East that began on Friday.

US rebels 'bought for Surinam'

Washington (Reuter) - Thirteen American mercenaries arrested in New Orleans intended to join rebels in Surinam trying to overthrow the South American country's left-wing military Government, according to Western diplomats and intelligence sources.

Soldiers to die for atrocities

Harare - Four Zimbabwe soldiers were sentenced to death yesterday for the brutal murder of an Ndebele-speaking army lieutenant and three civilians, in one of the first cases to prove allegations of security atrocities in the western province of Matabeleland (Jan Raath writes).

They were arrested on Monday by Federal Bureau of Investigation (FBI) and US Customs agents on charges of preparing to oust the Surinam Government.

Mr Justice John Manyara said it was clear that the four victims had been abducted, tortured and killed at a remote site in north-western Zimbabwe in February 1983. State evidence said that they had been bayoneted to death.

An FBI spokesman said that the group, apparently all American citizens, had been charged in a federal court with having violated the US Neutrality Act.

Gandhi death report blocked

Delhi (AP) - The lower house of Parliament passed a bill blocking the release of a judicial report on the assassination of the former Prime Minister, Mrs Indira Gandhi.

The officials said that the mercenaries intended to join a band of rebels known as Bushnegros led by Mr Ronny Brunswijk, a former army sergeant.

Papers protest

Dhaka - More than 2,000 journalists and press workers marched through Dhaka after a three-hour strike in protest at the closure of the country's oldest English-language daily newspaper, the Bangladesh Observer, and its sister publication Chitrali.

Such outside help for the small band of rebels in Surinam, the former Dutch colony, has prompted fears that the Government of Lieutenant-Colonel Dési Bouterse might clamp down on the opposition just when it had been giving more leeway to political parties.

Students held

Santiago (Reuter) - Police said they arrested 100 students who occupied the University of Chile law school in a protest against the military government's intervention in Chilean universities.

"If there is really a military threat, it could be difficult to restrain the more hardline elements in the Government," one US intelligence official said. "They could be reverting to repressive tactics."

Press gang

Warsaw (Reuters) - Police have broken up a gang of printers who earned at least £225,000 in 17 months by producing pirate copies of official Communist Party newspapers on stolen paper in a state-owned printing shop.

According to a New Orleans court affidavit, a group based in The Netherlands had contracted an American mercenary over an attempt to overthrow the Bouterse Government.

Women drown

Seoul (AP) - Twenty-two women drowned when a small boat with 30 people aboard capsized near Kochang, off the west coast of South Korea, 175 miles south of here, the Yonhap News Agency said.

FBI and US Customs agents who infiltrated the mercenary group seized ammunition and weapons.

Sea plunge

Copenhagen (AP) - Five Danish nationals in a Cessna 421 en route to Luton died when the aircraft plunged into the North Sea off Denmark's west coast.

An intelligence source said that rebel attacks last week on two army posts in the Surinam town of Albina, east of the capital, Paramaribo, and on the Snylkersdijver bridge, were "only the first phase of a more extensive operation" and "indicates the mercenaries were going to be part of it".

Senate on air

Washington (Reuter) - The US Senate voted 78-21 to continue televising its daily proceedings permanently.

The Surinam Government said that 12 soldiers were captured by the rebels during one attack. But Western intelligence sources say that they may have defected to the guerrillas.

Tock tick

Lausanne (AFP) - A Swiss watchmaker plans to market a watch that goes backwards, mainly for the US market.

At least six were Bushnegros and their commander was a former schoolmate of Mr Brunswijk, the rebel leader, the sources said.

Heater query in singer's plane crash

Washington (AP) - A report on the plane crash that killed Rick Nelson, the singer, and six other people on New Year's Eve centres on a cabin heater and does not mention earlier speculation that cocaine may have been the cause of a fire which led to the crash. It drew no conclusions, but included statements by the pilot that the heater was "acting up".



About 100 pilot whales which were stranded after having been beached at the mouth of the Blackwood River, near Augusta in Western Australia, being tended by local people in an effort to help them to refloat themselves.

China hits at Afghan troops plan

From Robert Grieves, Peking

China yesterday all but dismissed the decision of Mr Mikhail Gorbachov to withdraw six regiments of Soviet troops from Afghanistan.

EEC atom 'silence' attacked

From Richard Owen, Brussels

The nuclear industry was not being open enough about the risk of accidents, Mr Stanley Clinton Davis, the EEC Commissioner for the Environment and Nuclear Safety, said yesterday.

which have complied with EEC nuclear safety standards, as updated and revised two years ago, are Britain, France, Denmark and Greece.

China hits at Afghan troops plan

The Soviet invasion of Afghanistan, as well as Moscow's support for the Vietnamese regime in Cambodia and the presence of some 50 Soviet divisions on the Chinese border, have repeatedly been cited by Peking as three obstacles that bar the normalization of relations between the two countries.

Denmark and Greece, like Portugal, Ireland and Luxembourg, have no nuclear plants. But EEC standards apply to the measuring of radiation for the medical purposes and in the air, and apply to all member states.

Of the states being taken to the European Court of Justice, Belgium, Spain, Holland, West Germany and Italy all have nuclear power plants.

Tass said that he visited a state farm, an economic exhibition and a sports stadium in Khabarovsk.

But Mr Clinton Davis, Britain's junior commissioner in Brussels, said that there was no agreement so far among the Twelve on the need for an independent inspection force with wide powers to monitor the operation of nuclear plants in the EEC after the Chernobyl accident.

Mr Clinton Davis said that the Commission's investigations into nuclear standards, which have now reached the end of their first phase, had begun well before Chernobyl

Sudanese famine a weapon for both sides

From Charles Harrison, Nairobi

Hunger is being used as a weapon both by the Sudanese Government and the forces opposing it in the country's guerrilla war, a southern Sudanese representative said here yesterday.

Mr Dhol Acial Aleu, general secretary of the Sudan Relief and Rehabilitation Agency (SRRRA), which is linked closely to the Sudan People's Liberation Army (SPLA), the main guerrilla group, called for a large-scale airlift of relief food to counter the present widespread famine.

He insisted, however, that the relief food must be distributed by his agency after clearance by the SPLA. The Sudan Army must not use any ceasefire to reinforce its positions in the south, he said.

Mr Aleu said that the SPLA was prepared to allow food deliveries if its conditions were met.

Relief agencies say that millions of people in the southern Sudan are starving because of the continuing civil war. Malnutrition, especially among children, is worse than it was in Ethiopia at the height of the 1984 famine.

Mr Aleu said: "The Sudan Army has prevented the rural population from obtaining food from the garrison towns because they fear that the guerrillas will benefit."

"As a response, the SPLA has blocked all roads and rivers, so that no food or reinforcements can reach the towns." The famine, he said, would remain acute for another two months - when some crops are due to be harvested - and that there would be a lot of starvation. "In our opinion the situation can only be met by a massive airlift of food from Kenya, Uganda and Ethiopia."



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# Argentina and Brazil sign accords for a 'mini common market'

From A Correspondent, Buenos Aires

Argentina and Brazil have formalized their intention to grow together by signing accords for economic integration and co-operation. President Alfonsín of Argentina and President Sarney of Brazil were joined on Tuesday evening by President Sanguinetti of Uruguay for the ceremony. Uruguay's entry into the enthusiastic supporters of a calling a "mini common market" is being studied and participation is expected to be arranged within 90 days. The accords, which will go into effect on January 1, 1987, are being seen as the opening of a long process of increased economic ties that, if successful, include all Latin America in a true common market.

Argentina and Brazil have formalized their intention to grow together by signing accords for economic integration and co-operation. President Alfonsín of Argentina and President Sarney of Brazil were joined on Tuesday evening by President Sanguinetti of Uruguay for the ceremony. Uruguay's entry into the enthusiastic supporters of a calling a "mini common market" is being studied and participation is expected to be arranged within 90 days. The accords, which will go into effect on January 1, 1987, are being seen as the opening of a long process of increased economic ties that, if successful, include all Latin America in a true common market.

The protocols also included an agreement to set up means for immediate communication and assistance in the event of a nuclear accident. Other clauses provide mechanisms to balance trade when disequilibria occur, to establish co-operation in biotechnology, to study policies for import duties for third countries, to set up commissions to study the exchange of technology, increasing trade and other potential areas of co-operation. Businessmen are not the only group in Argentina to express concern over the agreements. The General Confederation of Labour in a statement criticized the trade accords for lacking a "social sense and a defence of labour".

The accords are the initiatives of the new democracies, built on notions of mutual assistance rather than the political rivalry integral to the thinking of previous military governments. Shared problems also have led the stage for the accords, as Brazil and Argentina are the second and third nations ranked as debtors, and both are

Growing caution on the part of the Argentine private sector delayed the elaboration of the list of capital goods products to be treated equally in both countries. The list is expected to be ready by the end of the year as assurances from economic authorities have calmed Argentine businessmen's fears of being overcome by their more dynamic Brazilian counterparts.

## Children killed in Contra bomb raid

Managua (Reuters) - Five children were killed and 20 others were wounded when Contra rebels attacked a village in northern Nicaragua on Tuesday. Government radio reported. The official Radio Sandino said that four children and a man were killed when the rebels, who are backed by the United States, fired mortars at the village of Qanali,

150 miles north of Managua in the province of Nueva Segovia. No details are available. Meanwhile, some 200 foreign volunteer workers and left-wing opposition MPs gathered outside the US Embassy here to protest against the deaths on Monday of five people, including three Europeans, in a rebel ambush on a northern Nicaraguan road. "We demand an end to US

support for the mercenaries", a spokesman for the protesters said. "They murder innocent people." The three Europeans killed - Herr Bernhard Kalberstein of West Germany, Mr Ivan Leyvraz of Switzerland, and M Joel Fleux, a Frenchman with Nicaraguan citizenship - have been buried in the provincial capital of Matagalpa, 70 miles from Managua.



Justice William Rehnquist, nominated as the next US Chief Justice, being sworn in before giving testimony to a largely hostile Senate judiciary committee in Washington.

## Next Chief Justice under Senate siege

From Christopher Thomas, Washington

Justice William Rehnquist, nominated by President Reagan as America's next Chief Justice, listened stone-faced yesterday as he was criticised at a grueling Senate hearing for his "extreme" views on race, the poor, rights for women and freedom of speech. The appointment, making him one of the most powerful men in the US, is expected to be confirmed soon.

Senator Edward Kennedy to attack Mr Rehnquist as "too extreme to be Chief Justice". He said: "Mainstream or too extreme, that is the question. By his own record of massive isolated dissent, Justice Rehnquist answers that question - he is too extreme on race, too extreme on freedom of speech, too extreme on separation of Church and state."

But the hearings are giving Democrats a platform to attack President Reagan's phenomenal success in changing the ideological face of America's judiciary. Only conservatives can expect to reach the Federal bench; by the end of Mr Reagan's term, half of the Federal judges will be his nominees.

Other senators defended Mr Rehnquist vigorously, praising his intellectual ability and judicial record in lavish terms. The battle is essentially ideological, but is clearly going to be manifested in deeply personal terms.

The ideological tilt will be advanced dramatically by Justice Rehnquist's accession.

In particular, Mr Rehnquist will be challenged about a series of memoranda on racial issues that he wrote as a Supreme Court clerk in 1952; his role as a Republican activist in charge of "ballot security programmes in Phoenix in the early 1960s; and his truthfulness about those matters when they were first raised during 1971 confirmation hearings, when he was nominated as a judge.

But the ultimate prize is to pull the nine-member Supreme Court away from its slight liberal inclination. With another one or two changes, Mr Reagan could bring about a reversal of the court's landmark 1974 Roe v Wade decision to legalize abortion.

Senator Kennedy said that had Mr Rehnquist been chief justice in the critical years since the Second World War, "the schools of America would still be segregated, millions of citizens would be denied the right to vote, women would be condemned to the status of second-class Americans, court houses would be closed to individual challengers against police brutality and executive abuse - closed even to the press. Government would encourage religion and the wall of separation between Church and state would be in ruins."

## Buttock-baring at the Queen results in fines

Wellington (Reuters) - A man and three women who bared their buttocks at the Queen when she toured New Zealand were each fined \$NZ100 (£36) yesterday. A Christchurch court heard that Joseph Davies, aged 32, Ruth Gray, aged 21, Suzanne Le Robins, 21, and Rita Simmonds, 33, bared their buttocks as the Queen drove by during her visit on March 1.

## Belgian civil servants face cuts in sick leave

Brussels (Reuters) - The Belgian Government is to be asked to change its rules on sick leave for civil servants, but even if the reforms go through some officials will still have the right to a year off at full pay. M Charles Ferdinand Notomb, Minister in charge of the civil service, believes that some workers are abusing the system that gives them the right to 30 days a year off sick without loss of pay, and credits them with any "sick days" not taken.

M Notomb said that at the age of 50, some public servants had accumulated "illness capital" of 630 days. "The 30-day-a-year allowance has come to be considered a right. We must remedy it," he said.

Under his proposals, which go to Cabinet this week, accumulation of sick leave would be limited to 280 days for 40-year-olds and 327 days for 50-year-olds. A current 365-day maximum would remain for those over 60.

The opening session on Tuesday was seized on by

## France and Spain discuss Eta terror

From Richard Wigg, Madrid

M Jean-Bernard Raimond, the French Foreign Minister, arrived here yesterday for discussions with his Spanish counterpart, Señor Francisco Fernandez Ordóñez, focusing on the Basque terrorist problem and the fishing dispute between the two countries in the Bay of Biscay. The groundwork for a good reception, of which French foreign ministers cannot always be assured, had been prepared by the Chirac Government's increased collaboration with Madrid in the fight against the Eta separatists.

At the same time, they expressed scepticism over the lasting effects of the new Franco-Spanish police co-operation. Police said yesterday that the bomb which exploded in the Don Carlos Hotel in Marbella on Tuesday night had been hidden in the wardrobe of a 60th-floor bedroom. It was the same technique used by Eta in attacks on Costa del Sol hotels in late May and early last month.

This has led to the summary extradition of three alleged members of Eta's military wing who had been living in south-west France under anti-terrorism laws. They are now being interrogated by Spanish police. M Raimond's brief visit - he was due to return to Paris the same night - was not, however, expected to go into details of the further co-operation Madrid hopes to secure, because the nations' interior ministers are due to meet here next week.

Only a few minutes' warning was given, but the sole injury was to a Spanish boy, aged eight, hurt by flying glass. First statistics released by the Spanish tourist authorities mean while show that Eta's campaign has not so far had the effect of deterring Britons from holidaying in Spain. Official figures show that more than 805,000 Britons visited Spain last month, an increase of some 250,000 on June last year. Visitors from Britain during the first six months of the year numbered more than 2.5 million, 27 per cent more than in the first half of last year, and constituted the biggest single national contingent.

## Five held after raid on French Basque group

From Diana Geddes, Paris

Five people were still being detained last night after police on Tuesday raided the homes in south-western France of suspected sympathizers of the French Basque separatist organization, Iparrétiarak. It was the biggest operation against the organization since its foundation in 1973. Four of the five are expected to be charged today. Two others were arrested but later released without being charged. Six of the seven originally held were French and the other Spanish. Iparrétiarak has claimed responsibility for the terrorist attack on Friday against a law court in Bayonne in which a policeman was shot in an arm and eye.

The snoop has increased the climate of fear in the French Basque country created by the "get-tough" attitude of the new right-wing Government toward the separatist movement. Over the past fortnight three Spanish Basque refugees living in France have been expelled to Spain, sending many other Spanish Basque militants underground. The Committee for the Protection of the Right of Asylum, an umbrella organization for four French associations concerned with human rights and civil liberties, protested yesterday against the expulsions, insisting that they were not justified and claiming that they exposed those concerned to grave risks at the hands of Spanish police.

## Death sentence on woman, 68



Kuala Lumpur - A woman aged 68 was one of two people sentenced to death by the High Court here yesterday for drug dealing (AP reports). Tan Mer (left) was convicted of having dealt in 55gm of morphine in May 1984. Muhammad Osman Bin Pawan, aged 37, who was also sentenced to death, dealt in cannabis in March 1983.

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The judge had no comments to make on the planning Act



ism charge

Chief Justice Senate siege

Senator Edward Kennedy...

He said: "I am not...

Other senators defended...

Senator Kennedy said...

and Spain Eta terror

Madrid...

after raid on Basque group

Madrid...

after raid on Basque group

Madrid...

rec on woman, 68

Bush hopeful for early end to Egypt-Israel border dispute

From Ian Murray, Jerusalem

With messages to King Husain of Jordan and President Mubarak of Egypt...

He stressed the importance of an agreement between Israel and Egypt...

US accused of bullying Iceland over whaling

Reykjavik (Reuters) - A dispute over whaling has strained the cordial relations between Iceland and the United States...

Law Report July 31 1986

Cheque holder for value under Act

MacKenzie Mills v Buono Before Lord Justice May and Lord Justice Stocker

The fact that the holder of a cheque had received it as indorsee from the payee in payment of an antecedent debt smaller than the amount of the cheque did not prevent him from being the holder for value in due course of the whole cheque for the purposes of section 29(1) of the Bills of Exchange Act 1882.

The Court of Appeal so held, dismissing an appeal by the defendant, Mr Franco Buono, from an order of Sir Neil Lawson, sitting as a High Court judge on October 10, 1985, had dismissed his appeal from an order of Master Lubbock who had given summary judgment for the plaintiff solicitors, MacKenzie Mills, in an action on a cheque for £3,714 drawn by the defendant and indorsed to the plaintiff by the payee.

Section 27 of the Bills of Exchange Act 1882 provides: "(1) Valuable consideration for a bill may be constituted by - (a) any consideration sufficient to support a simple contract; (b) any antecedent debt or liability. (2) Where value has at any time been given for a bill the holder is deemed to be a holder for value as regards the acceptor and all parties to the bill who became parties prior to such time.

Section 29(1) provides: "A holder in due course is a holder who has taken a bill complete and regular on the face of it, under the following conditions: - (b) that he took the bill in good faith and for value."

Mr Matthew Caswell for the defendant; Mr Antonio Buono for the plaintiff.

Without prejudice rule not limited to offers

South Shropshire District Council v Amos

The rule which excluded from evidence documents marked "without prejudice" was not limited to documents which were offers. It attached to those which were so marked and formed part of negotiations, whether or not they themselves offers, unless the privilege was defeated on some other ground.

The Court of Appeal (Lord Justice Parker and Lord Justice Balcombe) so stated on July 25 when giving reasons for allowing an appeal by the defendant, Mr Lionel Amos, from an order made in chambers on January 21, 1986, by Mr Justice Gatehouse.

The judge had ordered that two documents prepared by Mr Amos's surveyors in connection with his claim under section 170(2) of the Town and Country Planning Act 1971 for

by the fact that King Husain had immediately rejected his suggestion this week that the next logical step in the Middle East peace process was a meeting between him and the Israeli Prime Minister.

Mr Bush said that the US would not support an international peace conference because this would risk turning into a UN debate which would achieve nothing.

He also refused to consider any acknowledgment of Palestinian "self-determination" outside the terms of existing UN resolutions.



Mr George Bush and Mr Shimon Peres, right, after their meeting in the Prime Minister's office in Jerusalem yesterday.

Freed hostage takes message to Pope

Rome (AP, Reuters) - The Rev Lawrence Jenco delivered a message to the Pope yesterday from the Muslim zealot who held him captive for nearly 19 months, and said that "the religious factor" was important in securing the release of other hostages in Lebanon.

Father Jenco, aged 51, said he would deliver the same message to the Archbishop of Canterbury, Dr Robert Runcie, today. He also had a message for President Reagan.

The religious factor is of great importance in this matter. Looking tired after his ordeal at the hands of the Islamic Jihad, he said he could not reveal what his captors wanted to communicate to the Pope.

A Vatican spokesman said that Father Jenco, who was ordained in Rome in 1959, was accompanied to the "private" audience by Mr Terry Waite, Dr Runcie's special envoy, and 12 relatives.

Austrian in challenge to German atom plant

From Richard Bassett Vienna

An Austrian farmer living close to the controversial West German nuclear power station at Wackersdorf is to take the German nuclear power industry to court in an attempt to stop the station being brought into use.

He is supported by an environmental movement calling itself "Austrians Against Wackersdorf" which hopes that the Austrian court will rule against the West German project on the grounds that Austrians living near the Bavarian frontier, a few miles from Wackersdorf, were not consulted in accordance with West German law.

£950,000 reward for capture of terrorists

From Frank Johnson Bonn

The highest reward in West German history - three million marks (about £950,000) - was announced yesterday for what police described as "the decisive tip" leading to the arrest and conviction of the terrorists who murdered the Director of the Siemens company, Herr Karl-Heinz Beckurts, and his driver, Herr Eckerhard Groppler, in a Munich suburb on July 9.

Half the money would come from public funds; the rest from industry sources including, it is understood, many companies whose executives names - like that of Herr Beckurts - were on "death lists" or other documents found in raids on flats occupied by terrorists.

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# Job for an image restorer

## THE TIMES PROFILE

### THE NATIONAL GALLERY



It was its handling of the competition for the design of its new extension that first won the National Gallery a reputation for getting into well-meaning public muds. It has now followed that by making what one gallery owner calls "a complete Haystack" of its appointment of a new director to succeed Sir Michael Levey, who is retiring.

Having alarmed the London art world and bristled the egos of the British candidates by encouraging an American to apply, and choosing him for the job, the National Gallery offered the indignity of being told by their prized import that he didn't want the £37,000 a year post (which, being a Civil Service appointment, comes with instrumental holidays and pension rights).

Edmund "Ted" Pillsbury was apparently "sickened by the anti-Americanism" which his appointment had aroused. The selection board had to take another look at the second-best on the short list, who had already had letters telling them they had not got the job.

Rothschild's new choice, announced late yesterday, is 40-year-old Neil MacGregor, a former lecturer in the history of art and architecture who is currently editing *The Burlington Magazine*, the scholarly fine art publication founded by Roger Fry in 1903, currently celebrating its twentieth issue. The board is said to have been impressed by his fluent, original ideas about the future of the gallery. His qualities will be familiar to the current management for Sir Michael Levey serves in the magazine's consultative committee.

But what persuaded Jacob Rothschild, chairman of the gallery's trustees, to look to America for his choice in the first place? Is there something going on in the American gallery and museum world which can breathe life back into

our own venerable institution? Answering that question involves looking at exactly what the National Gallery is there for.

The traditional view is that it should be simply a place where masterpieces are displayed and preserved, a resort of quiet, spiritual recreation; a place, as Aldous Huxley put it, to view "Old Masters and Young Mistresses".

Another view is that it should play a louder and more active part, with special educational exhibitions, video aids, lectures and entertaining jamborees aimed at bringing in the public and bringing art to the people. At this, members of the London art establishment have been seen to raise their eyes in horror. "That sort of thing is all very well for America", one said, "where 90 per cent of the museums and art galleries have to pay their own way, without state or federal funding."

That sort of thing, however, is also very much alive in Britain, particularly in the provinces. Julian Spalding, the 38-year-old director of Manchester Art Gallery and believed to have been a candidate for the National job, is one of the leaders of this "populist" school. In Manchester he is even running an art lending library for local people.

Under Sir Michael Levey, the National Gallery has also in recent years made a few gestures towards

"populism". He appointed a Curator of Education, Alistair Smith, a man in his early forties who rides in every day from Walthamstow on his motor bike. Rumour has it that one of the daily events at the National Gallery is the sight of Smith divesting himself of his leathers in the office and emerging, like a mayfly from its nymph, in the sober good taste of an art administrator.

Among the changes fostered by his department was the appointment of regular "artists in residence", the National being among the first galleries to do this. There have also been regular "Artist's Eye" exhibitions, in which well known contemporary painters like David Hockney, Howard Hodgkin, and Francis Bacon have been lured into the gallery to select their favourite pictures from the collection, providing an explanation for their choices and adding a few examples of their own work. There are also

occasional educational exhibitions, taking one aspect of a painter or school and illustrating it with work from the collection.

This teaching role is, in fact, rooted in the founding of the gallery, when Sir George Beaumont, an English private collector, offered his Old Masters to the nation in 1823 if a suitable building could be found to house them. He believed that "by easy access to such works of art the public taste might improve".

Top job going begging: but some say that Jacob Rothschild, chairman of the National's trustees, will see the new director as his own assistant



### CHRONOLOGY

- 1823: Sir George Beaumont offers small collection of Old Masters to the nation "if suitable building found"
- 1838: National Gallery, designed by William Wilkins on present Trafalgar Square site, opened to public
- 1855: Sir Charles Eastlake appointed first director. First annual purchase grant of £10,000 voted by Parliament
- 1934: Sir Kenneth Clark (later Lord Clark) director
- 1940: Paintings moved to Welsh quarry for safe keeping
- 1941: Bomb destroys one room
- 1960: Chancellor Heathcoat Amery opens discussions on new west extension
- 1980: First attempt to raise private cash fails
- 1982: Architectural competition held for new extension combining gallery and office block
- 1983: Firm of Ahrends, Burton, and Koralek chosen as architects but told to change their design
- 1984: Amended design called a "monstrous carbuncle" by Prince Charles. Planning permission refused
- 1985: Sainsbury family gives £25 million to finance extension. John Paul Getty Jr gives £50 million to purchasing fund
- 1986: Sir Michael Levey announces retirement in January next year. Search for successor begins

Sir Michael Levey was an ideal man to ease the gallery gently in this direction (visitors topped three million for the first time last year). He is not just a populist: he is also an art historian with an unimpeachable academic background, who was able to develop the gallery without committing it totally to either role. But gallery directors are finally judged by what they have bought. He was also an expert at that. "It's a terrible thing to say," he confessed once, "but I find it great fun, thrashing out a deal."

Deals he has thrashed out recently have brought in paintings by Matisse and Picasso, which marks a departure for the National. The gallery had previously left such modern paintings to the Tate.

So who will now be picked to follow him? And are we about to see a change of direction towards more "entertainment" in the American style, and perhaps an admission charge, something Sir Michael always resisted?

One certain thing is that whoever arrives will have a massive job on his or her hands. There is said to be a degree of friction among the senior staff, for one thing. "Whoever comes will have to be strong enough to knock their heads together", one insider says.

The gallery is on the edge of a busy and fascinating period. Thanks to the generosity of the Sainsbury family, the new extension can now go ahead. There is no longer any need for it to be combined with an office development to raise the cash, a compromise that dogged the old scheme (which the Prince of Wales called a "monstrous carbuncle"). This will provide a chance for the reorganization of the gallery's whole hanging scheme upon which judgement can vary from "a bit biggledy-piggledy" to "a mess".

At the National the position is now a little better, since the magnificent recent gift of £50 million by Getty. But a National Gallery director working on a relatively tight budget must carry the kind of weight which will encourage people either to help him out with donations or steer pictures his way for sale by "private treaty" rather than putting them on the open market.

The replacement last year of the scholarly Lord Annan by the wheeling-dealing Jacob Rothschild as chairman of the trustees will certainly provide the new director with support in this department. He let it be known that he favoured someone whose mind was "uncluttered by preconceived notions of how to administer a British gallery. One matter of speculation is how active a role Rothschild intends to play in the new regime. It has been suggested that he will see the director as his own super-assistant.

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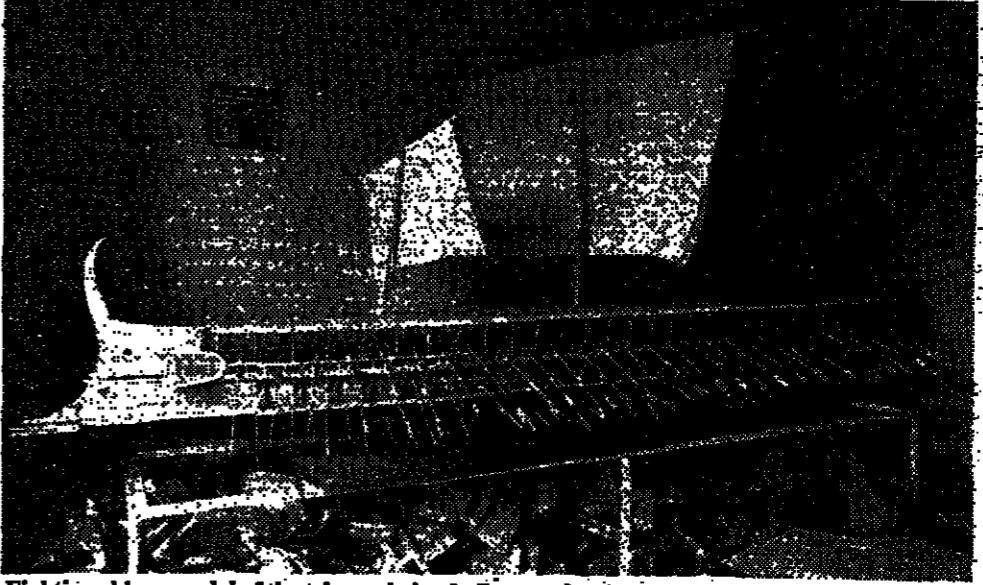
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## Return of a Greek legend

How the trireme, the ramming ship that gave Athens naval supremacy 2,500 years ago, is being rebuilt



The graceful outline of an ancient Greek trireme has begun to take shape behind a makeshift shed of corrugated iron sheets in a yard near Piraeus, Greek shipwrights, working out of elaborate British designs, are moulding a copy of the 120-foot fighting ship which gave Athens its naval supremacy in classical times.

Dimitri Tzikakos's shipyard in Perama is barely a stone's throw from the Straits of Salamis where the Greeks, using triremes, defeated the superior Persian fleet in 480 BC.

The building of the trireme, which began in July last year, is an Anglo-Greek venture. The Greek Navy is spending about £400,000 to foot the bill, while Britain's "Trireme Trust" has contributed blueprints and specifications. These were prepared by John Coates, one-time chief naval architect in the Ministry of Defence, based on research by Professor John Morrison, a past president of Wolfson College, Cambridge.

Commander Stavros Platis, one of the two American-trained naval architects of the Greek Navy assigned to the project, hopes that the trireme will be ready for launching in September. Little was known about the construction, largely because no complete trireme has ever been found. The only part of a contemporary warship retrieved is a bronze ram found in Athlit, near Haifa.

Historians say that the sleek, shallow warships were fast and highly manoeuvrable. They had a mast, a square main sail and a smaller sail fore. But according to Xenophon's descriptions, both were left behind when the triremes went into battle, where they would ram and sink the enemy ships under the power of 170 professional oarsmen.

Arguments about the trireme's speed, the length of oars and the deployment of oarsmen stimulated a long and heated debate in the

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ACROSS

- 1 Chest pain (6)
- 2 German POW camp (6)
- 3 Lethargic (8)
- 4 Auctores's gavel (4)
- 5 Sub-machine gun (4)
- 6 Sailing boat (6)
- 7 Hoarded (6)
- 8 Obtain (3)
- 9 Unwell (3)
- 10 Devout carpet town (9)
- 11 Belligerent behaviour (5)
- 12 Withdrew (7)
- 13 Mashed (7)
- 14 Flapjacks (5)
- 15 Natives (2,7)
- 16 Jostle (3)
- 17 Oyster shell lining (6,2,5)
- 18 Banzai (6)
- 19 Apathy (6)
- 20 Fight (6)
- 21 Disorderly crowd (6)
- 22 Not us (4)

DOWN

- 1 Battered novelist (8)
- 2 Rejoiced (6)
- 3 Large Australian bird (8)
- 4 Chamois (6)
- 5 Sub-machine gun (4)
- 6 Sailing boat (6)
- 7 Hoarded (6)
- 8 Obtain (3)
- 9 Unwell (3)
- 10 Devout carpet town (9)
- 11 Belligerent behaviour (5)
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- 17 Oyster shell lining (6,2,5)
- 18 Banzai (6)
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- 20 Fight (6)
- 21 Disorderly crowd (6)
- 22 Not us (4)

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HIS CLASS

BOOKS

Empty life of inhuman icon

At the height of his terror, Joseph Stalin arranged for soldiers to guard his mother...

Peter Ackroyd reviews the biography of Joe the Terrible

STALIN AND THE SHAPING OF THE SOVIET UNION By Alex de Jonge Collins, £17.50

curious emptiness, allied with an odd theatricality (this is characteristic of many "great" men).

At least a psychological portrait would be possible, therefore, and de Jonge's account of Stalin's childhood provides most of the necessary clues...



from revolutionary and quondam criminal to Lenin's bureaucrat and then Lenin's successor...

he was a tyrant. He was a popular one, and de Jonge sees Stalin's rule as "the logical culmination of the Russian political tradition."

the apotheosis of Marxism in another sense also - he was able to destroy an entire generation...

In fact de Jonge is sometimes more interesting on the country than on its ruler. He explains cogently that "The Soviet style of government is to be explained by the ambitions of a superpower obliged to rely on a people without a work ethic..."

So this book has solid virtues, but in the end, it cannot be said to be altogether satisfactory.

Whether it is the logical conclusion of Marxism is another matter; I suspect it is, and this paradoxically because Stalin's genius was for organization rather than for ideology.

The impression I got from reading this outstanding biography is that G.K. Chesterton, extrovert and joyous drinking companion, was unhappy.

The Case of the jolly Balloon

Woodrow Wyatt

G.K. CHESTERTON By Michael Finch Weidenfeld & Nicolson, £16

Irish priest from Yorkshire called O'Connor. Chesterton trumped over the hills with him talking and talking...

His marriage to Frances Blogg was a disaster dressed up as a success. The romantic G.K. hoped for children and a complete family from his tiny wife five years older than he.

It was Father Brown who converted G.K. to Roman Catholicism to the distress of his wife.

"The trouble with the journalist", G.K. wrote, "is that he has to work as hard as a millionaire while he hates work as heartily as a mystic."

His curious comments that the Jews would never be assimilated into Britain, and his criticisms of their conduct, naturally brought the charge he was anti-Semitic.

It was Father Brown who converted G.K. to Roman Catholicism to the distress of his wife. Father Brown was an

Cool Pym's Number Seven

If you feel like treating yourself to the latest novels to read on the beach, this I fear is not the week to do it.

- FICTION Isabel Raphael THE BAKER PAPERS By Edward Hawke Secker & Warburg, £9.95 MISSING PERSONS By David Cook Allison Press/Secker & Warburg, £9.95 ONLY BY MISTAKE By P.J. Kavanagh John Calder, £9.95 AN ACADEMIC QUESTION By Barbara Pym Macmillan, £9.95 VIDIA By Delacorte Viking, £9.95

passionless. It treats of an Irish actor who has peripheral connections with the IRA and carelessly falls foul of them.

grips with him. This highlights the facility of the deaths he causes; it also disciplines one to believe in Kerr's gesture in leaving the easy avenues of success for a chance to learn about reality.

When Allan Ahlberg and Colin McNaughton published the first of their "Red Nose Readers" last autumn...

Red noses, teddies, vroom-vroom and heads with no bodies for fun

CHILDREN

Brian Alderson

levels, but they haven't got in the way of free-running imaginative ideas. The double-comedy act of words and pictures is what counts.

unexpected excursion into modern midsummer magic by Rosemary Sutcliffe - The Roundabout Horse, illustrated by Alan Marks.

Now here are some partial-ly-graded and entirely untested recommendations from among the season's new children's novels.

The Not-Just-Anybody Family, by Bevis Byles (The Badly Head, £4.95). Mom is away rodeo-riding; Pap (i.e. grandpa) is gaoled for firing a shotgun in the high street.

Sunset and evening Tsar

HISTORICALS

Philippa Toomey

A DAUGHTER OF THE REVOLUTION By Natasha Borovsky Viking, £10.95 Penguin, £3.95

Russia, in the old joke, produces more history than it can consume locally - and this could be said of A Daughter of the Nobility, an enormous novel, spanning the years from the heroine's birth in the same day in 1897 as one of the Tsar's daughters (and therefore also called Tatyana) to exile in Paris in the 1920s.

Before the war and the revolution that swept away the old world, the children spoke English, brought up by governesses in a feudal way of life that did not ignore the necessities of noblesse oblige.

Feedor, the giant who disappears into the forest and is never seen again, who come to life on the pages.

Lady of Hay, by Barbara Erskine (Michael Joseph, £10.95) combines the Twentieth and the Twelfth centuries in the person of Jo Clifford, a journalist, who is hypnotized, and regresses back to being Matilda de Broose, wife to William, one of King John's barons.

the fifth, and experience some of the fear of the power of evil men. Her modern characters are far less believable. Matilda has a lover, and so does Jo; but are they the same man? King John is obsessed by her, and in the end, kills her. Will Jo be killed by the man who represents King John in her life?

The unfortunate young woman finds herself regressing without being hypnotized, falling into alarming trances at most awkward moments, and being unable, in the end, to tell 't'other from which. The author's story telling talent is undeniable; but I hope she will stick to the past in her next book.

The Isle of Glass, by Judith Tarr (Bantam Press, £8.95) is set in the popular Twelfth Century; but this time we have Richard the Lionheart, great warrior, and fancier of pretty young men.

We liked it so much that we bought you one!

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THE ARTS

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Television Putting on show

When Carlos Fuentes comes to make his series on South America for Channel 4, he could do worse than see how the gringos have tackled the subject in *Sweat of the Sun, Tears of the Moon* (BBC2). Last night's cast through Argentina's rancorous, glamorous past — a nation with its future behind it, said Jack Pizzey, with one of his pleased smiles — was a triumph of contemporary history, capturing the rhythms, the self-deceptions and the lie of this extraordinary land.

In his sharp commentary Pizzey did well to pinpoint the malaise which resulted: the fondness for style, for masquerade, for tango. "When we dance tango," a rich hostess told Pizzey, before dancing it with him, "we forget everything." With Peron, Argentina found its ultimate tango-dancer. Its blind faith in him turned Peronism — a meaningless political concoction — into a bottle of disappearing ink which the country used to scribble its wildest dreams: to be rich, to be powerful, to be European. "Things are bad," said Pizzey, telling an Argentine joke. "Yet we're not as badly off as the rest of Europe."

Nicholas Shakespeare

New York's Vivian Beaumont Theater, for too long the ugly duckling in the cultural pool of Lincoln Center, is enjoying a run of success at last: Sarahleigh Carney reports

Lighting up a black hole

Enthusiastic popular and critical response: Julie Hagerty and John Mahoney in *The House of Blue Leaves*

Almost thirty years ago, Lincoln Center was conceived by its philanthropic creators as the marble embodiment of American cultural maturity. In art, as in world affairs, a young nation would celebrate its coming of age. But one component of the complex, the hapless Vivian Beaumont Theater, has resembled more the awkward adolescent than the sophisticated adult. Its managements have talked back to their elders, made embarrassing political statements, consciously offended audiences and threatened to gut its interior.

Now, a fifth team has been brought in to refurbish the Beaumont's reputation without putting a wrecking-ball through the physical plant. This team also has a new name: it is simply the Lincoln Center Theater, promising neither rotating repertory nor permanent companies, taking care not even to allude to those notions. Such tact has its advantages, and has proved an excellent cover for injecting wit, whimsy and even neon lights into what has been New York's theatrical black hole.

Much of the turmoil and disappointment over the last two decades can be traced to the unrealistic expectations which came easily in the golden Eisenhower years of prosperity and power. Initially, the plan was to provide splendid new homes for two eminent musical institutions, the Metropolitan Opera and the New York Philharmonic. But, as a manifestation of American greatness, the scope of the thing soon swelled to include the New York City Opera and Ballet, a branch of the public library and the Juilliard School. Believing that there was not a comparable theatrical organization in existence, and with the incentive of a \$3 million gift from the department-store heiress Vivian Beaumont Allen, Lincoln Center decided to create one of its own. The cost, both fiscal and temporal, was wildly miscalculated.



There were a surprising number of hopefuls interested in the post, given the theatre's reputation for humbling those who worked in it and the board eventually selected Gregory Mosher. As the artistic director of Chicago's Goodman Theater, Mosher had been responsible for the successful Broadway transfers of David Mamet's Pulitzer Prize-winning *Glengarry Glen Ross*, also directed by Mosher, and David Rabe's *Hurlyburly*.

King's Lynn Festival Bubbling talents

George Benjamin St Nicholas's Chapel

The ever-amiable George Benjamin was using all his hats on Tuesday at the King's Lynn Festival, appearing as lecturer, pianist, composer, conductor and cinema accompanist, and still coming up bubbling. His music has, of course, the same engaging combination of high energy, enthusiasm, clarity of vision and innocence, all of which are represented in the Three Studies he played.

The first of them is much the longest and most wide-ranging a switchback journey, as he explained it, for the simple basic idea of an iambic rhythm. After this came his contribution to a musical symposium of memorials to Haydn, commissioned by the BBC, and one which he was hesitant to accept, he said. Haydn not being one of his favourite composers, although he liked the sound of the name musically transcribed as a G major chord with added A. This resonates throughout what is a study in drifting chords. The finale, "Relativity Rags", is altogether more snappy, playing tricks of distortion on a rag of Benjamin's own.

Paul Griffiths

Leaves, which moved upstairs to enthusiastic critical and popular response.

Asked why he chose the Mamet and Guare plays, Mosher observed that both writers have been important parts of his creative life: "It just seemed right... not 'best', you understand, not 'perfect', and not 'The Answer'. It seemed like a good beginning." Nor does Mosher aspire, as have his predecessors to emulating the American National Theatre at the Beaumont. "If you read what all those people did in the Federal Theatre of the 1930s, it's very moving and exciting. That's when you start to think maybe there should be some sort of National Theatre, but it wouldn't be a beautiful building on the South Bank, it wouldn't be one company of 200 actors, and it wouldn't be too complex of three theatres."

Mosher is optimistic about this administration's prospects. "Twenty-five years ago this city, and for that matter this country, wasn't quite sure what the care and feeding of a not-for-profit theatre was. How much should we copy the British theatre, the French, the German? Today we have a better idea of how these things work, and I'm sure that anything that Bernie and I accomplish will be because of being able to stand on other people's shoulders."

Promenade Concert LS/Davis Albert Hall/Radio 3

At first glance you might think that the London Sinfonietta's Promenade Concert was a bit of a patchwork occasion, mixing styles as diverse as Stravinsky, vintage 1920, and Stravinsky, vintage 1960, and adding pieces by Dallapiccola, Tippett and Henze for good measure. But actually there was a thread running through the brilliantly played programme, and that thread was Italy.

Stephen Pettitt

Jazz Loose Tubes Elizabeth Hall

A remarkable tale reached its climax on Tuesday when Loose Tubes, a much-discussed 21-piece collective of young British jazz musicians, won a roaring ovation at the South Bank SummerScope festival. Just over a year ago, this extraordinary ensemble could be found playing in a pub to an audience numbering barely more than half the band's own strength; the subsequent crescendo of acclaim has injected a virus of enthusiasm into the entire local jazz scene.

Everything they do is fun, presented with an absurdist humour harking back to the loony tunes of the Bonzo Dog Band and the sharp parodies of the Mothers of Invention. There has to be more to it than jokes, though, and the secret is the real substance behind the slapstick facade: a piece like John Escott's "Sunny", an extravaganza of trumpets and castanets which might have been conceived as the soundtrack to a remake of *Viva Zapata*. As with the temperamentally similar cartoons of Glen Baxter, the technical quality and mastery of idiom give the art a lasting life. The daft one-liners and the sometimes hilarious verbal presentations broke the ice, but the music itself was what captured the hearts.

Richard Williams



A schoolgirl's dream of glamour: Eric Flynn as Frank Butler with the winning Sazi Quatro as Annie Oakley

Theatre Annie Get Your Gun Aldwych

My teenage sons never sing the songs they listen to. A low singalong factor is what I chiefly note in the sounds issuing from their chosen tapes. Perhaps I should have taken them to Irving Berlin's 40-year-old marvel, reviewed by Irving Wardle at its Chichester revival and now brought to town to give London audiences a dozen catchy tunes and lyrics to accompany them on the journey through life.

The book is not likely to swell the chests of feminists with pride. Girl falls for man at first sight. Man ditto for girl more cautiously. Girl wisely beats man at man's own game, whereupon one of the nearest musical forebears to the consequence: "Men don't buy pyjamas for pistol-packing mamas". Girl has to choose to be second best to win a woman's true prize: the love of a man who can fool himself he is better than she is. All very patriarchal, no doubt, but in the context of the closing moments of the show Annie's exaggerated submission comes across as a further sprightly performance from a most appealing heroine.

Jeremy Kingston

schoolgirl's dream of glamour. There are pretty scenic effects and revolves that turn two-deck steamer into two-deck hotel and railroad train into New York ballroom. I should have liked a sharper version of "Moonshine Lullaby", sung here so dreamily it was not until the second verse I realized the subject was illicit liquor. What was needed was something like the gentle send-up of a male-voice choir that backs "My Defences are Down".

Jeremy Kingston

And so to Brisbane... and the closing excerpts from Antony Sher's diary and sketch-book of the Royal Shakespeare Company's recent Australian tour A last farewell to Richard

Monday June 16: Until about ten years ago Brisbane was a country town and it still retains a strong rural feel as farmers with weathered faces and safari suits drive battered Jeeps and off-road vehicles, ironic to be arriving here now with South Africa so much in the news — much of which in my birthplace and Queensland is the most reactionary state of all: there are white lines dividing the pavements and pedestrians are expected always to keep to the left of these (no one does, of course); public demonstrations are banned and apparently you can be arrested for walking four abreast; and the Premier, Bjelke-Peterson, made world headlines last year when he suggested that all gays should be placed in camps to prevent the spread of AIDS. But, again as in South Africa, there is the distracting, seductive power of sunshine — it is warm and tropical despite being the middle of winter. How wonderful it is going to be relaxing by a poolside between performances.

Tuesday June 17: It must be easier entering Soviet Russia than the stage door of the Lyric Theatre in the new Arts Complex: it is run by uniformed security men rather than the eccentric old stage door keepers we all know and love, and you have to possess a pass, sign for your key, and are curiously informed that your visitors will not be allowed backstage without written permission. One of the security men is a particularly charmless ex-Army man with crows' feet called Darkie who, when I ask him if it is all right to leave my car parked in the street outside, says: "No it isn't mate, we're trying to clean up this area but there are still blacks

around. Abbo — leave your car there if you want, but by tonight it'll be boom-rangoon!"

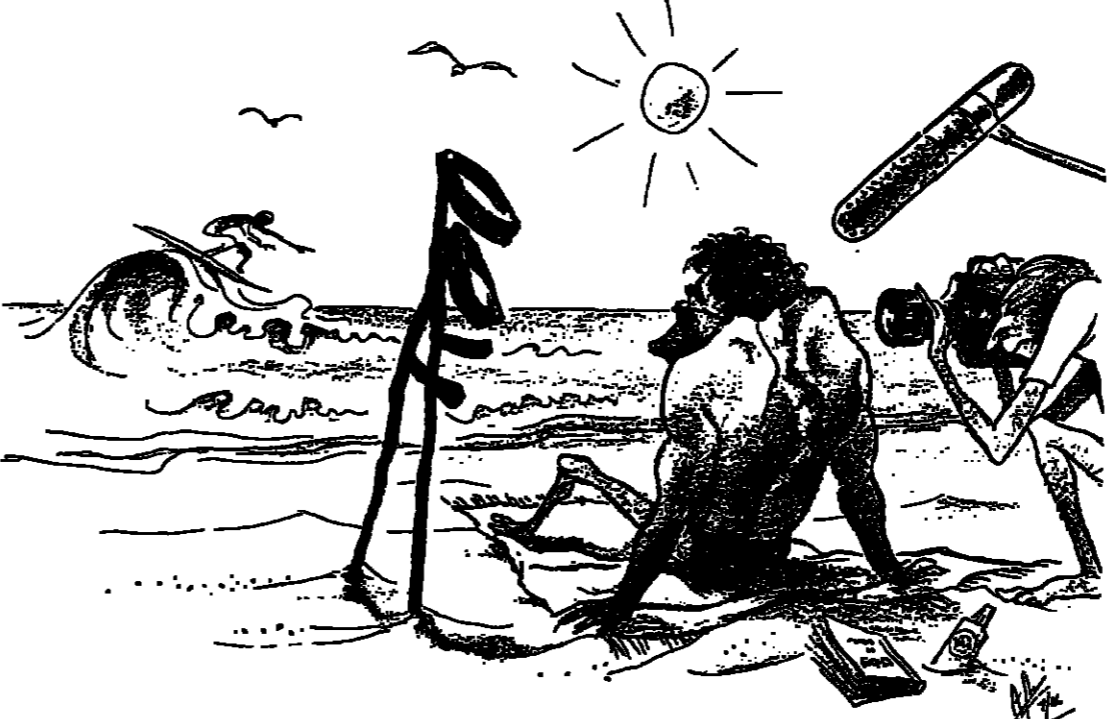
The technical rehearsal is conducted very casually, everyone strolling through it in shorts and T-shirts. At one point I stop to complain about the acoustic, which is very odd and sounds as if an echo-mike has been left on, but the resident sound engineer assures me it won't be as bad when the audience is in. Apparently while this was happening a man with a notebook approached one of the actors at the back of the stalls to offer advice on the matter; he said he knew the theatre well since he was the city's leading critic! Flabbergasted that a critic should be observing us in this informal state, the actor came dashing backstage to alert us, the rehearsal was quickly stopped again, but the man had fled. It is wonderful to imagine Billington or Wardle banging round the back stalls in London theatres during technical rehearsals waiting for the chance to advise actors on how best to project their voices!

Wednesday June 18: First night. The packed house is horrendously respectful and quiet except for the most unexpected noise — a baby crying. They had warned me that this isn't really a theatre city, but a baby at first night! Mother and child are quickly turfed out and we continue in eerie silence. I become very depressed, but my dresser assures me that all visiting companies find Queensland audiences very, very odd. At the end I get quite a fright when the audience explodes to their feet cheering, since by then I was fully convinced they were all asleep, dead, or gone.

overseas call. It's Terry Hands [RSC Joint Artistic Director]. I struggle to collect my thoughts — it's rather like the opening scene of our production of *Moliere* when Bulgakov is woken by Stalin in the middle of the night for a conversation about Life and Art. Terry explains that the RSC has failed to get the rights for *Arturo Ui* — Griff Rhys-Jones has secured them for a production in Leicester — but they are still keen to have *Richard III* return to the Barbican, and he asks whether there is any other play I'm hankering to do alongside it. I promise to let him know early next week.

Sunday June 22: Our Australian producer, Michael Edgley, has loaned me his beach house just south of Surfers Paradise on the Gold Coast. The weatherboard house is beautiful and restful, framed by palm trees and standing right on the beach — it reminds you of the kind of place where, in Hollywood movies, tortured writers come to work their way through endless bottles of whisky and packets of cigarettes as they sit impatiently by their typewriters staring at the surf. I spend a wonderful weekend swimming in the warm Pacific and walking along the endless shore-line, many long hours lost in thought, the Walkman playing my new Mozart tapes which make me sing, smile, cry and dance, leaving a trail of pale bruises along the wet sand.

Terry's phone-call has helped me crystallize my thoughts about the future: there is no way I can play Richard on stage again — I have done everything I can find to do with the role and now I am bored with it. *Arturo Ui*'s rise was irresistible, but I am secretly relieved it has fallen through — at



this moment in time I have also exhausted my appetite for those mammoth, punishing stage roles. A film would have been nice, but I heard the other day I've also lost *Prick Up Your Ears*. Fred Molina is playing the part. There are clear signs that my immediate future lies in a different direction — I shall go back to England and do the new book for Chatto.

Tuesday June 24: Terry rings and I tell him my decision. He listens patiently, then says: "Fine, of course I understand completely, but may I just send you one script?". You can only laugh.

Monday-Saturday June 30 - July 5: Determined to enjoy the last week, but I'm thoroughly defeated by the disappointment of our audiences suddenly dropping in ribly. Before each show I find myself pecking through the set in disbelief at the sight of the closed upper circle, the half-dozen people in the dress circle, the rows of empty stalls spotted with little

clumps of people, every cough and shuffle sounding magnified in the vast space. Can this really be the same show that had people queuing overnight at the Barbican? Luckily, in the very last few days, there is welcome comic relief with the unexpected arrival of a Channel 4 film crew who are making a documentary about the RSC. Suddenly there is a camera and microphone boom waiting round every corner: actors are filmed sightseeing on the river, putting their smalls into washing machines, or like me very drunk at the farewell party during the presentation of our joke awards. The Dicks-Down-Under.

Sunday July 6: Suddenly it's all over, as if without warning — yet there were so many times when I was counting the days. The sense of unreality is increased by the film crew accompanying me in the taxi to the airport, the cameraman hanging over the front seat saying "Now look out of the window, now contemplate Australia", and then

asking me to board the aircraft again and again as they sit from different angles. Waiting for take-off, some film crew at last. I am free to "contemplate Australia" properly: it is still hard to understand why we were not quite the sell-out success all had anticipated, except in Melbourne. Perhaps therein lies the answer. It seems clear to me that in Australia there are some cities hungry for theatre and others indifferent to it, and on that basis it was a sad loss not to have played Sydney. On the credit side I never thought I'd survive three months of playing that role without injuring myself or losing my voice. Yet I did, and I'm very proud of that. I feel the engines starting up, the thrill of going home at last, the huge forward thrust of the plane down the runway, and then it lifts me up and away leaving Australia behind for now and *Richard III* behind for ever.

Antony Sher's *Year of the King* is published today in paperback by Methuen at £4.50.





Executive Editor Kenneth Fleet

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Low-cost oil keeps US deficit high

Despite the fall in the world oil price, the value of imports of petroleum and related products rose 19.5 per cent to an adjusted \$3.29 billion from \$2.76 billion in the preceding month. The trade deficit with Opec widened to \$960.7 million from \$737.7 million and while the deficit with Japan narrowed to \$3.69 billion from \$4.99 billion, the surplus with Western Europe widened to a record \$3.75 billion from \$2.69 billion.

Opec in disarray

The prospect of further falls in oil prices remained strong last night after the Organization of Petroleum Exporting Countries (Opec) meeting in Geneva agreed on an output cut of just 1.6 million barrels a day. This remains well short of the 2.5 million barrels a day reduction generally considered the minimum necessary to cause prices to rise.

Law change

The Government has accepted the case put forward by the Royal Institution of Chartered Surveyors and others in the property world for creating a market selling unit in single commercial properties. The Financial Services Bill will be amended to allow for a unitized property scheme.

OT&T slumps

Pretax profits at Ocean Transport & Trading slumped 19 per cent to £15 million before losses on disposal of ships. Turnover was down 10 per cent to £371.8 million while the interim dividend was increased from 2.55p to 2.9p.

VSEL dealing

Dealings start today in the shares of VSEL Consortium, the state warship-building company sold in March in an employee-led buy-out.

Hanson sells

Hanson Industries has sold Brookwood Furniture Company to an investment group led by Brookwood's management for \$8.5 million (£5.7 million).

Horning in

Robert Horne Group is moving up from the unlisted securities market to a full Stock Exchange listing. The company says interim profits were ahead in a difficult first half and a significant increase in dividends for the year is expected.

Stock allotted

The Bank of England says that the issue by tender of £400 million 2½ per cent indexed Treasury stock 2060 A has been allotted in full at £97.

South expects building rise

With commercial building work extremely buoyant in the South, 67 per cent of London respondents to the latest state of trade inquiry by the Building Employers Confederation, said they expected this year's work to be greater than a year ago.

Thirty stockbrokers barred from Hong Kong exchange

The Hong Kong Stock Exchange has expelled 30 stockbrokers who refused to insure themselves and their clients against financial disasters. Another 100 will be barred if they do not pay their membership fees within the next few weeks.

600 Group chief heads off revolt

A shareholder revolt at 600 Group, the scrap metal and machine tool business, was quashed yesterday by Sir Jack Wellings, the veteran chairman, who unexpectedly announced plans to step down.

British Gas sale takes to the road

British Gas is taking to the road in an unprecedented publicity drive. The Government's advisers on this autumn's privatization want to make 98 per cent of the country aware of the sale. A British Gas roadshow, backed by a "very large" television and newspaper advertising campaign, will visit 16 locations in Britain to publicize the biggest-ever government sell-off.

Fast food chain quits UK with £6.8m sale

Wendy, the fast food chain from the United States, is pulling out of Britain. It is selling its 16 restaurants, all in the London area, to Whitbread, the brewery company.

Mercantile House holds GLC's 'missing millions'

Mercantile House, the financial services group, is holding on to the £78.7 million cash transferred from the Greater London Council shortly before it was abolished this year. The money is on deposit in one of Mercantile's leasing subsidiaries pending the outcome of the challenge to the legality of the transfer being mounted by the London Residuary Body, the GLC's successor. On March 26 and 27 this year, the GLC transferred £78.7 million to a company called Satman Developments (No 18). A search of the companies' register shows that Mercantile House is the legal owner of this company, through a subsidiary called Saturn Investments.

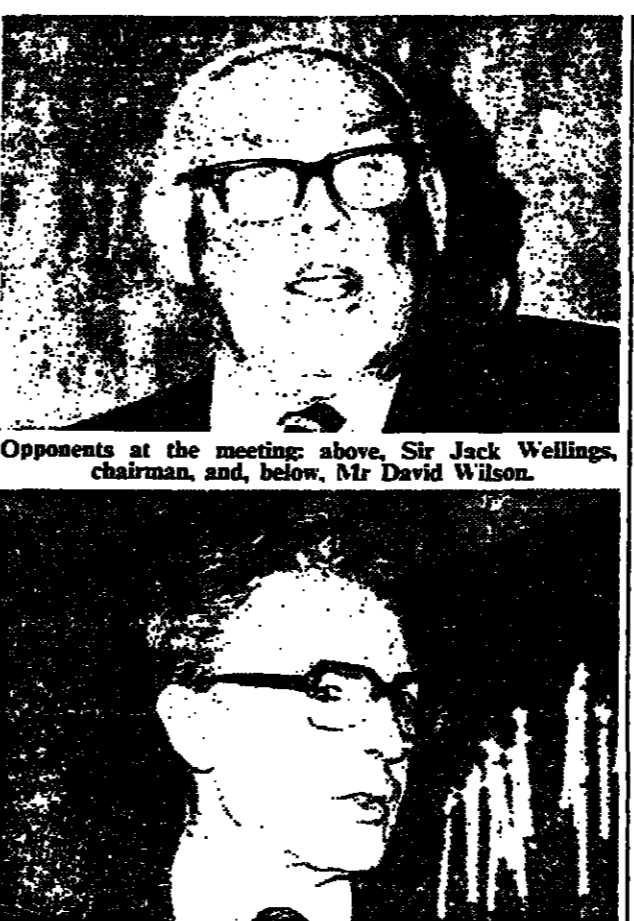
'Boom in profits continues'

The boom in company profits is still going strong and manufacturing output is still buoyant despite pessimistic official statistics, a leading stockbroker said yesterday. Phillips & Drew in its monthly economic forecast argues that the way official statistics are calculated has distorted a picture of strong underlying growth in margins and output.

FRAMLINGTON GROWTH RATES

Table with columns: Fund, Launched, Growth. Rows include Capital, International Growth, American & General, American Turnaround, Recovery, Japan & General, European.

Every one of these Framlington funds has outperformed the FT All-Share Index, the Dow-Jones Industrial Average and the Standard and Poors Composite Index.



Opponents at the meeting: above, Sir Jack Wellings, chairman, and, below, Mr David Wilson.

But the main thrust came from Mr Wilson, an accountant, who had been urging institutional shareholders to support his campaign to force the board to pay another £91,000 in dividends. He claimed this would bring the payout into line with increases in the chairman's pay over the last 10 years.

'Boom in profits continues'

The boom in company profits is still going strong and manufacturing output is still buoyant despite pessimistic official statistics, a leading stockbroker said yesterday.

FRAMLINGTON

The average annual compound rate of growth in the price of units (on an offer-to-bid basis) of each of our capital growth funds between launch and 30th June 1986 was as follows:

Table with columns: Fund, Launched, Growth. Rows include Capital, International Growth, American & General, American Turnaround, Recovery, Japan & General, European.

Every one of these Framlington funds has outperformed the FT All-Share Index, the Dow-Jones Industrial Average and the Standard and Poors Composite Index.

Each fund is fully described in the Framlington Unit Trust Guide 1986. For a free copy, send us this coupon:

To: Framlington Unit Management Limited, FREEPOST, London EC2B 2DL. Please send me a copy of the Framlington Unit Trust Guide 1986. Name: Address:

FRAMLINGTON

MARKET SUMMARY STOCK MARKETS New York Dow Jones 1757.87 (-9.00) Tokyo Nikkei Dow 17799.05 (+70.11) Hang Seng 1847.94 (-12.07) Amsterdam: Gen 283.1 (+1.8) Sydney: AO 1108.7 (+3.6) Frankfurt: Commerzbank 1842.0 (+32.7) Brussels: General 623.45 (-2.14) Paris: CAC 380.4 (+1.4) Zurich: SKA General n/a London closing prices Page 21

INTEREST RATES London: Bank Base: 10% 3-month Interbank 10-9 1/8% 3-month billable bills: 9 1/4-3 1/8% buying rate US: Prime Rate 8% Federal funds 6 1/4% 3-month Treasury Bills 5.85-5.83% 30-year bonds 9 7/8-3 1/2

CURRENCIES London: £: DM2.1500 £: SwFr2.2525 £: FF10.2168 £: Yen232.45 £: Index: 72.3 New York: \$: £1.4910 \$: DM2.1130 \$: Index: 112.1 ECU ED.670089 SDR ED.806792

MAIN PRICE CHANGES RISES: Glaxo 973p (+21p) WPP Group 495p (+17p) Jeyplant 60p (+10p) Brit Aerospace 485p (+12p) Int Signal 235p (+10p) Amersid 122p (+8p) B&A Group 228p (+9p) B Matthews 235p (+12p) OS Smith 245p (+12p) Dea Corp 250p (+18p) US Smith 250p (+18p) Gus A 1010p (+20p) Woodworth 635p (+25p) United Real Props 81p (+10p) Imry 360p (+50p)

FALLS: Waco Group 51p (-11p) Glass 65p (-33p) Authority Inv 300p (-30p) Conroy Pet 153p (-12p) United Scientific 153p (-10p)

GOLD London: AM \$351.35 pm-\$351.65 close \$351.75-352.25 (£236.00-236.50) New York: Comex \$352.00-352.50

NORTH SEA OIL Brent (Sept) \$10.25 bbl (\$9.65)

Abroad: Amsterdam: AEX 1847.94 (-12.07) Athens: ASE 10000.00 (+100.00) Bangkok: SET 10000.00 (+100.00) Beijing: SSE 10000.00 (+100.00) Bombay: BSE 10000.00 (+100.00) Brno: BRN 10000.00 (+100.00) Bucharest: BSE 10000.00 (+100.00) Buenos Aires: BSE 10000.00 (+100.00) Calcutta: CSE 10000.00 (+100.00) Copenhagen: CSE 10000.00 (+100.00) Hong Kong: HSE 10000.00 (+100.00) Jakarta: JSE 10000.00 (+100.00) London: LSE 10000.00 (+100.00) Manila: MSE 10000.00 (+100.00) Mexico City: MEX 10000.00 (+100.00) Moscow: MOX 10000.00 (+100.00) New York: NYSE 10000.00 (+100.00) Paris: PSE 10000.00 (+100.00) Sao Paulo: SPSE 10000.00 (+100.00) Singapore: SSE 10000.00 (+100.00) Stockholm: SWE 10000.00 (+100.00) Taipei: TSE 10000.00 (+100.00) Tokyo: TSE 10000.00 (+100.00) Warsaw: WSE 10000.00 (+100.00) Zurich: ZSE 10000.00 (+100.00)

WALL STREET

Dow stages fragile rally

New York (Reuters) - Share prices showed a moderate advance in early trading yesterday, reversing the trend of sharp declines earlier in the week. The rebound was fragile, however, with breadth remaining just slightly positive and no strong economic reasons to support a recovery, traders said. The Dow Jones industrial average, which rose about five points to 1,772 shortly after the opening, was up 1.27 to 1,768.14 at one stage. The indicator hit the month's closing low of 1,766.87 on Tuesday. The transport average was up 2.13 to 713.13 while the utilities average slipped 0.22 to 283.06. The 65 stocks average was 0.69 higher at 683.77. The broader New York Stock Exchange composite index was up 0.11 at 135.30 while Standard & Poor's composite index rose 0.27 to 234.82. ITT was among the most active stocks in early trading, up 1 1/2 to 53 1/2, after announcing that it was close to an agreement with CGE.

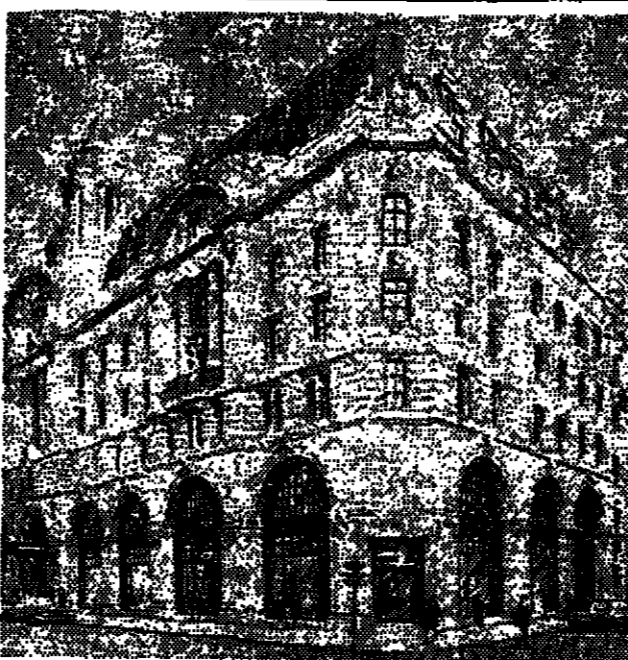
Table with columns for stock symbols and prices. Includes entries like ABR, ASB, AIG, etc.

COMMERCIAL PROPERTY

Britain set to share in Australian bonanza

By Judith Huntley

The Australian Government's relaxation of its restrictive rules on foreign investment, forced on it by the dramatic decline in the Australian dollar, which plummeted to new depths this week, removes real and psychological barriers to property development and investment in the country. Three of Britain's largest property companies, Hammonson, MEPC and Capital & Counties, stand to gain substantially from moves to encourage foreign investors. Significant proportions of their property portfolios are in Australia.



Ladbroke Group Properties, part of the Ladbroke hotels and gambling group, has transformed the former Debenham & Freebody department store in London's Wigmore Street, bought for £6.5 million, into a 65,000 sq ft office building. The refurbishment is thought to have cost £30 million. Asking rents will be between £25 and £28 a sq ft.

The Foreign Investment Review Board, which vetted all property developments from foreign companies, will no longer be able to insist that at least 50 per cent of the interest in a scheme be sold to an Australian investor within a prescribed time. And the spectre of yet tougher regulations prohibiting the buying of property without a 50 per cent Australian partner has also been abolished.

Mr Keith Douglas-Mann, chairman of Jones Lang Wootton, the chartered surveyor's London partnership and international committee, says: "The revised regulations, which reverse the previous virtually total ban on overseas purchases, are probably the most significant changes to be announced in the Australian market for years. Japanese and Hong Kong investors are known to be looking keenly at the market and the way is now clear for a revival of activity." Mr Ray Moorham, Capital & Counties' finance director, agrees. The company has 15 per cent of its portfolio in Australia and in the past has had to restrict its stake in its schemes to about 35 per cent. "Now we will be able to retain 100 per cent of our developments and sell at our leisure," comments Mr Moorham. "We will no longer be in the position of having a virtually 'forced sale' to an Australian investor inflicted on us as was previously the case. We have kept 100 per cent of two of our largest schemes, in the sub-

urbs of Sydney, worth about £12.5 million each, believing that the FIRB would be abolished. We can now sell when we think market conditions are right. "Hong Kong and Japanese money is already in Australia and without the guarantee of the FIRB to run there will be substantially more. There is little product to buy and the market is buoyant in the large cities. Prices will rise and yields will fall. Prime suburban office yields are now at 8 per cent but I think they will drop below that," forecasts Mr Moorham. The new investment guidelines mean that foreign buyers will automatically be given approval from the FIRB to acquire a 50 per cent stake in property investments. They will be allowed to buy the remaining 50 per cent if no local buyer can be found or if the first half-share could not reasonably be bought on its own. This is a reversal of the present position where foreign investors had to demonstrate that the purchase was in the national interest.

The Hammonson Group, with 20 per cent of its portfolio in Australia, says the impact of currency fluctuations on its asset value will be lessened by the new measures. That will be a welcome relief not only to Hammonson but to CapCo and MEPC as well. All three are vulnerable to the swings of the currency markets. The Australian dollar has been falling for some time, wiping considerable amounts off the asset values of the British developers despite good performance measured in local currency terms. Hammonson will be looking for new developments and the relaxation of the guidelines gives it some breathing space to do so. Hammonson has a listing in Australia, a move designed to give it a high profile locally and enable it to make useful contacts if needed, with potential Australian partners. But Hammonson's Japanese contacts could prove very useful in a newly active Australian market where money from the Far East is searching for a home.

TEMPUS

Mercantile rise does not promise riches

Mercantile House's 44 per cent pretax profits increase to £75.4 million for the year to April 30, does not automatically augur well for the future. The £41.7 million operating profit is only a 3 per cent increase. It has been swelled by trading gains made by Mercantile's Alexander Discount subsidiary, using its surplus liquidity to operate as a principal in the gilts market. Given the buoyant state of the gilts market in the first four months of this year, these gains, which Mercantile does not disclose, might not be repeated.

Mercantile's shares fell 1p yesterday to 29 1/2p. Some brokers are thinking in terms of a 165 million pretax profit next year and earnings per share on an undiluted basis of approximately 48p. This would put the company on a p/e ratio of around 6, suggesting that the share price is already discounting a fall in earnings.

land-based services. After the disposal of its one-third interest in Overseas Containers Limited, it has grouped its remaining businesses under various headings of which the main ones are fuel distribution, air freight forwarding, and bulk liquid storage (Panocoan).

What price Britain's nuclear submarine builder? Dealings begin today in the shares of VSEL, formerly Vickers Shipbuilding. The shares, originally sold at 100p, are being quoted by way of an introduction and no new money is being raised. As an investment, VSEL offers a re-nationalization gamble with a twist. A Labour government might nationalize both Labour and the Alliance will most certainly cancel Trident. The former would definitely be bad news for shareholders, the latter would be quite bearable for the company.

VSEL hopes to build all four Trident submarines which would bring in £1.6 billion of work over the next 10 years. An assembly hall is being constructed at a cost of £220 million and profits will start coming through in about three years. If the contract is cancelled, however, VSEL receives 125 per cent of the outturn price, dropping to 100 per cent when the second submarine is ordered. So the investment in the facility is covered.

The trouble is, that although Ocean is in a range of soundly-based, well-managed businesses, none is in a highly-rated, glamour industry. Through the sale of OCL, the group has plenty of funds to make acquisitions, and so far its record has been faultless in selecting businesses which fit in well with what it is doing. But if Mr Roy Brierley can raise his stake from 5.5 per cent to 7.3 per cent without causing the share price to flicker, it is hard to see quite what there is in the group that is going to spark investor interest. Disposal of OCL came late for the interim results, announced yesterday. The £5 million deterioration in the associated companies' pretax profit contribution - from £13.9 million to £9 million was entirely due to a halving of profits at OCL. As a result, group pretax profit before losses on the disposal of ships declined 19 per cent to £15 million in the six months to June 30.

The profit forecast for the rest of the year depends on how the group deploys the £50 million or so it has available for acquisitions from the OCL sale. The interest charge will be much reduced. This, and the seasonal nature of the air freight business, biased two-to-one in favour of the second half, the purchase of Jardine Matheson's airfreight forwarding business and the acquisition of the outstanding 50 per cent in Panocoan should enable the group to match the £15 million pretax it made in the first half. The absence of OCL means the tax charge will also be much reduced, and earnings per share of 19p for the year look possible, compared with 17.5p last year. This implies a prospective multiple of 11.3, a rating which fairly reflects the prospects of the underlying businesses.

Most of the £1.9 billion of orders is accounted for by work from the Ministry of Defence and VSEL is having to trim its costs in order to offset the steeper margins now on offer. On a pro forma basis pretax profits for the year to March were £11.9 million. Assuming no mainstream tax is payable, a share price of, say, 150p would mean a p/e of 4 and a yield of 6.2 per cent. Ocean Transport and Trading has gradually been moving away from its concentration on shipping towards a broad range of

the rest of the year depends on how the group deploys the £50 million or so it has available for acquisitions from the OCL sale. The interest charge will be much reduced. This, and the seasonal nature of the air freight business, biased two-to-one in favour of the second half, the purchase of Jardine Matheson's airfreight forwarding business and the acquisition of the outstanding 50 per cent in Panocoan should enable the group to match the £15 million pretax it made in the first half. The absence of OCL means the tax charge will also be much reduced, and earnings per share of 19p for the year look possible, compared with 17.5p last year. This implies a prospective multiple of 11.3, a rating which fairly reflects the prospects of the underlying businesses.

CANADIAN PRICES

Table listing Canadian stock prices for various companies like Albitol, Alcan, etc.

COMPANY NEWS

ATTWOODS: Contracts have been exchanged for the purchase of JM Roper for £4.2 million, satisfied by the issue of 2.63 million new ordinary shares. The board explains that the mainstream business of Roper presents an opportunity to expand Attwoods' activities in an area where a trading presence was established in 1985 following the purchase of Barnsdale Bar and Branshaw Quarries in Yorkshire. BLUE CIRCLE LTD: The company, which is 42 per cent owned by Blue Circle Industries, has reported for the six months to June 30, 1986 (seven months to June 30, 1985). Pretax profit £4.18 million (£3.1 million), against £5.64 million. Turnover £146 million (£151 million). While no interim dividend is being paid, the board will consider a final, based on the full year's results. Last time, the company paid an interim of 11 cents, but passed the final. COSALT: The company has agreed to acquire the outstand-

Government gives green light for unitized sales

The Government has accepted in principle the creation of a new investment market selling units in single commercial properties. The Financial Services Bill, which is now at the Committee Stage, will be amended to allow for a unitized property scheme to be marketed both to institutions and the public. Lord Lucas, Parliamentary Under-Secretary at the Department of Trade and Industry, announced the Government's decision to accept the principle of unitization as put forward by the Royal Institution of Chartered Surveyors and others on Monday in the House of Lords. The Government will be consulting interested parties over the amendment of the Bill. The proposal will fall outside the definition of collective investment schemes. A unitized market would be regulated under the "recognized investment exchange provisions." The prospect of fundamental changes in the methods of financing and owning property opens up new possibilities, not least for the hard pressed inner cities, according to the RICS. Deloitte Haskins & Sells, the accountant, believes that further tax incentives will be needed to shift investment away from the favoured South-east of England. The firm argues for the designation of special zones within cities or urban areas. Tax relief for investors could also be obtained through an adaptation of the Personal Equity Plans announced by the Government in the last Budget. Deloitte suggests that no tax be payable on the income from property units, making the scheme attractive to higher rate taxpayers. It also raises the question of extending the Business Expansion Scheme to a selected range of unitized property investments. But Deloitte, like the RICS, believes in encouraging the formation of a single unitized market, not a proliferation of competing schemes. But if this new market is to come into being there will be stiff competition among those wishing to participate in it. There has yet to be a resolution of the dilemma whereby those hoping to gain commercial advantage by being first or producing a variety of vehicles are in danger of seeing the market diminish because of fragmentation.

APPOINTMENTS

Clarkson LMS: Mr BM Waters joins the board as chairman, Mr CL Burgess as deputy chairman, Mr PH Gray as managing director, and Mr BT Clarke, Mr AWG Dunger, Mr PRH Friend, Mr DB Houghton, Mr DP Larmer, Mr G Marsh, Mr CH Matthews become directors. Baker Perkins: Mr George Law becomes deputy chairman. Trico Products Corporation: Mr René van Dyck joins the board. Courtaulds: Mr RM Woodhouse becomes additional deputy chairman. Sapelem: M. Gey Brana and M. Henri Bernet have been made non-executive directors. Kleinwort Benson: Mr Marc Cramsie and Mrs Lesley Watts join the board. Diners Club International: Mr Nick Rowe has been made managing director, Europe, Middle East and Africa. Daiwa Europe: Mr Nicholas Chegg becomes managing director. Manufacturers Hanover Trust Company: Mr Douglas Robson is vice-president, Mr Nell Levitt, Mr Terence Forsyth, Mr Robert Brydges and Mr David White are vice-presidents. Ward Ashcroft and Parkman: Mr Eric Road and Mr Bernard James become associate directors. Securities Trust of Scotland: Mr Robia Young becomes a director. Malins becomes managing director. Bond Street Association: Mr CT Neate has been elected vice-chairman. Sun Life Investment Management Services: Mr Keith Baker has been made executive director (Japan), Mr Ian Buckley executive director (UK Equities), and Mr Bill Richards executive director (Europe). Paterson Foods: Mr Ryder Forsyth becomes commercial director. Schroder Investment Management: Mr John Lambert has become director of operations. Wright Machinery Co: Dr Roger Stokes and Mr Graham Clemeats have been appointed to the board.

Control Securities buys £3.3m shopping centre

Control Securities has bought the freehold of the Lee-Gate Shopping Centre in Lewisham, south-east London, from a subsidiary of Rush & Tompkins, for £3.3 million in cash. The seven-year-old centre has 31 shops, 37,500 sq ft of offices and a 290-space car park. The annual rental income is £375,000 and is expected to rise during the next six months. Control's newly-reconstituted board has negotiated a loan facility to expand its trading activities. The Bride Hall Group and PostTel, the pension fund for the Post Office, have received approval for their £90 million business park at Bracknell, Berkshire. The 37-acre freehold site was bought from the New Towns Commission last September. The first phase - known as Park One - will contain 130,000 sq ft of low-density space. Eventually, there will be 650,000 sq ft, much of it purpose-built. The letting agents are Bernard Thorpe & Partners and Debenham Tewson & Chinnocks. Beacontree Estates, the development company jointly owned by Clarke, Nickolls & Coombs and JM Jones, the builder, has sold its office site next to its Pavilions scheme in Redhill, Surrey, covering two-thirds of an acre, to Heron Hi-tech for £1.5 million. Beacontree will develop the site with Heron, the company set up by Mr Gerald Ronson to build hi-tech schemes in the Thames Valley. The letting agents for the 26,000 sq ft project are Hillier Parker and Richard Ellis. Country and New Town Properties has let its redevelopment of the former Civil Service Store in London's Strand, giving it a rental income of more than £450,000 a year. Dixons is to lease 5,270 sq ft, fronting the Strand, Whitbread's first British restaurant with 250 seats - called TGI! Fridays and being undertaken with US partner, Heston. The company set up by Mr Gerald Ronson to build hi-tech schemes in the Thames Valley. The letting agents for the 26,000 sq ft project are Hillier Parker and Richard Ellis.

NORTON OPAX

ANOTHER RECORD YEAR. TURNOVER £72.1m UP 77%. TRADING PROFIT £7.0m UP 113%. PRETAX PROFIT £5.2m UP 135%. EARNINGS PER SHARE 10.01p UP 24%. DIVIDEND UP 3.5p UP 24%. HIGHLIGHTS FROM DAVID ROCKLIN'S ANNUAL STATEMENT. The year ended 31 March 1986 has seen continued progress by the group on all fronts, with increased profits deriving from businesses acquired in the previous year and from substantial growth of existing activities. Both turnover and trading in the first quarter of 1986/7 are considerably ahead of the corresponding level last year.

Table with columns for 1986 and 1985 figures for Turnover, Trading Profit, Pretax Profit, Earnings per Share, and Dividends per Share.

"Moving ahead with vigour"

Ocean Transport & Trading advertisement. Includes a table of financial performance (Turnover, Profit, etc.) and the slogan "We can handle it." with an image of a ship.

LEGAL APPOINTMENTS advertisement. Lists various legal services and contact information.

Vertical sidebar containing various small advertisements and notices, including "LONDON" and "MORTGAGE" related text.

STOCK MARKET REPORT

Battering for shares with South African interests

By Michael Clark

With sanctions now a real possibility following the collapse of South Africa's mission to South Africa...

Barclays Bank, which has an associate, Barclays National Bank in South Africa, fell 15p to 512p...

In the first half of this year, pretax profits of Gallaher, the tobacco group which is a subsidiary of American Brands of the US, rose by 7 per cent to £57.7 million...

Elsewhere in the market was in good heart, cheered by encouraging reports of progress on production quotas at the Opec meeting in Geneva...

The FT 30-share index rose by 8.7 points to 1,280.3, while the broader-based FT-SE 100 index rose 9.9 points higher to 1,566.3.

BP advanced 9p to 575p, while the recently hard-hit Britoil rallied 6p to 111p. Gills were marked up by half-a-point in the wake of Mr Paul Volcker's hints of lower US interest rates...

Stores climbed out of the doldrums on cheaper money hopes. Woolworths, with its annual meeting today, jumped 25p to 635p...

Elsewhere in consumer issues, Amstrad, with full-year figures due in September, sprang to life at 122p, up 8p. Food retailers made good progress behind the lead of Dec Corporation...

Leading shares moved ahead from the street, and Tuesday's gloomy investment review from the CBI both shrugged aside. Glaxo met American support at 973p, up 11p.

21p. Guest Keen & Nettlefolds, with its interim figures due next Wednesday, gained 7p to 342p. British Telecom continued to respond to the latest opinion poll...

Properties were excited by fresh action on the takeover front. Inny announced an approach which may lead to a bid and climbed by 50p to 360p. United Real, in receipt of several approaches, jumped 40p to 880p...

Press comment supported Blick at 188p and Electron House at 123p, both up 5p. Food profits boosted Zettlers Group 7p to 181p...

A 44 per cent setback knocked 33p from Klearfield at 65p, but David Smith advanced 18p to 258p in anticipation of good results today.

Both arms of the British Technology Group - the National Research Development Corporation and the National Enterprise Board - yesterday announced profits for the financial year ending in March.

The National Research Development Corporation declared a pretax surplus of £7.54 million, on an income of £19.35 million from industrial projects and licences.

The corporation is presently engaged in litigation over alleged infringement of patents and intellectual property rights. It has made a provision of £1.05 million for these imminent expenses.

Mr Colin Barker, BTG's chairman, said: "It has been a year of steady growth and progress. Our main thrust is still the transfer of technology to industry and the provision of finance to develop industrial products and processes."

43p. AE hardened 4p to 227p in sympathy with the 6p improvement to 190p in the shares of the unwelcome predator, Turner & Newall.

'Growing' NRDC in £7.54m surplus

By Bill Johnston Technology Correspondent

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COMMENT Kenneth Fleet The beerage shines up its defensive shield

With not a little encouragement from this column (the news of Sir Gordon Borrie's wish to have the brewers again referred was broken first in The Times), the Director-General of Fair Trading has decided to ask the Monopolies and Mergers Commission to investigate the tied public house system...

There will then be a few days when the brewers could make representations to the Department of Trade and Industry where lies the power to cancel the proceedings within a fortnight of Sir Gordon acting. If the Department did so it would be for the first time as far as anybody can remember.

The prospect of another inquiry has provoked a pained response from the Brewers' Society, which predictably is aghast at another MMC inquiry as the previous one was as "recent" as 1969. Predictably, the Society is inveighing against the reference as totally unnecessary and wasteful and claiming that Britain's pubs have a wider choice of beers and other drinks than anywhere else in the world.

The brewers' power is not quite what it was. In 1967 they accounted through the tied system for 78 per cent of on-licence outlets, which are mainly pubs but this is now down to 59 per cent, as the Brewers' Society has been swift to point out. But having an armlock on well over half the country's pubs is still a lot of muscle.

Seventeen years ago the MMC, while finding against the tied house system, failed entirely to recommend its abolition because it had not the wit to decide what might be put in its place. Should the findings be the same again, it is unlikely the Commission would suffer from the same lack of imagination.

The main beneficiaries from abolishing the tied estate should be the independent brewers, like Guinness, and Scotch and gin distillers; cider and soft drink makers; and major exporters to the British market like Anheuser-Busch. But the question "what would the brewers do with their tied houses?" might have a highly lucrative answer.

Furthermore, should the complexion of the Government have changed during the two years the inquiry is expected to take, the political response to a recommendation to end the tied house system would be a different matter.

Currency dealers are continually looking for forthcoming economic announcements against which to buy or sell currencies. During the dollar's climb, the weekly US money supply figures were regarded as vital market signals. This week the dollar was sold in front of yesterday's trade figures.

The trouble is that, when the figures come, they are often hard to interpret. In the absence of in-depth economic analysis, dealers' general practice is simply to compare the actual figures with the average of the numerous brokers' forecasts that are to be had in London or on Wall Street. But even this does not always suffice.

Yesterday's trade figures provided another puzzle. The June trade deficit, at \$14.7 billion, was just above the forecast range of \$12 billion to \$14 billion and showed no significant improvement on the \$14.21 billion revealed a month ago for May. The trouble was that the May figure was revised down significantly to \$13.12 billion yesterday.

What could this mean? Was the trend even worse, or the May figures more hopeful for the dollar than originally thought? And since American statistics are routinely revised by more than the odd percentage point, might this not happen to the June figure?

The market was clearly non-plussed. First, the dollar lost a pennig against the mark, then it recovered, ostensibly on reassuring noises from Mr Paul Volcker. The lack of overall movement is probably slightly bearish for the dollar, since speculators who had sold the American currency short, in anticipation, either saw no need to unwind their positions or had no difficulty doing so.

RECENT ISSUES

Table with columns for EQUITIES, RIGHTS ISSUES, and TV-AM (130p). Lists various stocks and their prices.

COMPANY NEWS

REGGOS: Interim dividend 2p (1.65p), payable on Oct. 14, for the 24 weeks to June 14. Turnover £24.8 million (£21.38 million). Pretax profit £911,000 (£877,000). Earnings per share 4.95p (3.28p). The results for the full year are expected to show a steady improvement on last time, the board reports. Gregg's is to buy a small bakery and 20 retail shops trading in North London for £3.0 million.

LONDON FINANCIAL FUTURES

Table showing financial futures data including Three Month Sterling, Dec 86, Mar 87, Jun 87, and various bond and share futures.

FOREIGN EXCHANGES

Table showing foreign exchange rates for Sterling Spot and Forward Rates, and Dollar Spot Rates.

TRADITIONAL OPTIONS

Table showing traditional options data including First Dealings, Last Dealings, and Last Declaration for various stocks.

MONEY MARKET AND GOLD

The interbank period had another pretty quiet session. Now and again a sizable deal was seen, but volume overall was not great. The best part of the day was the first hour or so, when buyers showed interest in a fair range of sterling CD maturities. Business in straight deposits, for the most part, did not stray beyond the three. If anything, there was a marginally easier look to

LONDON TRADED OPTIONS

Large table showing London traded options data for various stocks like Allied Lyons, BP, Cons Gold, Courtauld, Com Union, Cable & Wire, Distillers, GEC, Grand Met, ICI, Land Sec, Marks & Spen, Shell Trans, Trelgar House, Beecham, Boots, BTR, Bess, Blue Circle, De Beers, Dextra, GKN, Glaxo, and Hanson.

EURO MONEY DEPOSITS

Table showing Euro money deposits data for various banks and currencies.

GOLD

Table showing gold prices and related data.

ECGD

Table showing ECGD (Export Credits Guarantee Department) data.

Riddle of US trade figures

revealed a month ago for May. The trouble was that the May figure was revised down significantly to \$13.12 billion yesterday. What could this mean? Was the trend even worse, or the May figures more hopeful for the dollar than originally thought? And since American statistics are routinely revised by more than the odd percentage point, might this not happen to the June figure? The market was clearly non-plussed. First, the dollar lost a pennig against the mark, then it recovered, ostensibly on reassuring noises from Mr Paul Volcker. The lack of overall movement is probably slightly bearish for the dollar, since speculators who had sold the American currency short, in anticipation, either saw no need to unwind their positions or had no difficulty doing so.

COALITE GROUP advertisement featuring a logo and a table of Group Results for 1986 and 1985. The table shows Turnover, Profit before tax, Tax, Dividends, and Earnings per share.

THE TIMES UNIT TRUST INFORMATION SERVICE

Main table containing various unit trust information, including fund names, managers, and performance metrics. Columns include fund names, managers, and various performance indicators like 'Yield' and 'Change'.

UNLISTED SECURITIES

Table listing unlisted securities with columns for company names, prices, and other financial details.

INVESTMENT TRUSTS

Table listing investment trusts with columns for trust names, managers, and performance metrics.

COMMODITIES

Table listing commodity prices for various goods like sugar, coffee, and oil.

Vertical sidebar on the right side of the page containing various financial news snippets, advertisements, and market commentary.

Portfolio Gold

From your portfolio can check your eight share price movements. Add them up to give you your overall total. Check this against the daily dividend figure published on this page. If it matches you have won outright or a share of the total winner prize money stated. If you are a daily prize winner, you must always have your card available when claiming.

Table with columns: No., Company, Group, Gain or Loss. Lists various companies and their share price changes.

Please be sure to take account of any minus signs

Weekly Dividend table with columns: Share, Dividend, Total, etc.

BRITISH FUNDS table with columns: High Low Stock, Price, Change, etc.

SHORTS (Under Five Years) table with columns: No., Share, Price, etc.

FIVE TO FIFTEEN YEARS table with columns: No., Share, Price, etc.

OVER FIFTEEN YEARS table with columns: No., Share, Price, etc.

UNDATED table with columns: No., Share, Price, etc.

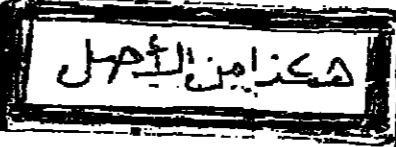
INDEX-LINKED table with columns: No., Share, Price, etc.

BANKS DISCOUNT HP table with columns: No., Share, Price, etc.

STOCK EXCHANGE PRICES Equities higher

ACCOUNT DAYS: Dealings began on Monday. Dealings end August 8. Contango day August 11. Settlement day August 18. Forward bargains are permitted on two previous business days.

Main stock exchange price table with columns: High Low Company, Price, Change, etc. Includes sections for Breweries, Buildings and Roads, Finance and Land, Foods, Hotels and Caterers, Industrials A-D, Chemicals, Plastics, Cinemas and TV, Drapery and Stores, Electricals, E-K, L-R, S-Z, Insurance, Leisure, Mining, Motors and Aircraft, Newspapers and Publishers, Oil, Tobacco, Overseas Traders, Paper, Printing, Advert'g, Property, Shipping, Shoes and Leather, Textiles.



Portfolio Gold

DAILY DIVIDEND £4,000 Claims required for +40 points Claimants should ring 0254-53272

Continuation of stock exchange price table from the main section, including various industry-specific stocks.

Vertical text on the left margin containing various notices and advertisements.

Vertical text on the right margin containing various notices and advertisements.

# GENERAL APPOINTMENTS

July 31, 1986

**M**anagement education is well and truly under the microscope at the moment. Several important reports either have been published recently or are currently under way. It may soon be on the operating table. As I see it, the situation regarding management education is rather similar to that for which the Review of Vocational Qualifications Working Group, which reported to the Department of Education and the Manpower Services Commission in May, was invented to provide a solution in the vocational area.

In other words, there is a considerable array of provision, but it is ill-organized, and there is much overlapping and no clear sense of direction.

Speaking for my profession, the chartered secretaries, we would doubt the need for additional provision. What is required is the better organization of what we have. Having said that, we think there is advantage in multiplicity of provision in very different forms. A total transfer to a privatized sector might well mean that courses would be arranged mainly to suit the needs of individual large-scale businesses and the result would be more training than education.

One must also consider the different levels of management education. There is a need for qualitative as well as quantitative assessment. We can well see a place for the Diploma of Manage-

ment Studies and, indeed, different forms of it provided in different colleges, but it is by no means the total answer.

Indeed, we think that one of the fundamental problems is not so much the provision of management education as the general level of education of those who have in recent years gone into the commercial/industrial sectors. Much depends on the level already available for the superimposition of management education post-experience.

We also think that too many are going into management education with an inadequate experience in business hoping that in some miraculous way management education will transform them into general managers as a result of a single course.

Equally, there are many large businesses where what is not required is a very broad Master of Business Administration approach. The need is for something more specific and concerned with the development of a well established and organized business rather than what is required if major radical changes are to be introduced.

Our experience is that many MBA courses — and, to some extent, DMS courses — spend a good deal of time with relatively elementary business studies education which ought to have been done at a much earlier stage through qualifications such as our own. No doubt this is necessary to bring the managers attending the course to a similar level before-

**Success today will depend on getting our management education in all its aspects organized, says Barry Barker**



starting on what the course has to offer.

We feel that what is perhaps lacking more than anything is the basic education in business studies which could well be taken on board at an early stage partly through the school and university system, but just as well in the early years of work in commerce and industry.

This does not mean anything like the narrow skills base of the BTEC (Business and Technician Education Council) type of qualification. It is concerned with providing a knowledge base on which much more can be built from the experience itself of management and then post-experience management courses.

Whether this is to be provided in the public or private sector does not seem to us to be a particularly important point. Both will be needed and some competition is not a bad thing. What is required is that the Department of Educa-

tion, the Manpower Services Commission and anyone else organizing the provision should offer a suitable matrix, of provision, both qualitatively, geographically and in terms of volume.

In the BTEC-type course there is probably an over-emphasis on skills and employer lead, and at the university level there is perhaps a similar over-emphasis on the academic as opposed to the practical, and the involvement of employers is a good deal less. The system is all there; what is required is someone to organize and lead it.

Skills of analysis and communication take many years to develop and are a part of the whole education system. They are not skills which can be imparted in very short management or, indeed, other courses. On the other hand, management skills and techniques can and should be taught at a quite early stage. Beyond that, one is dependent

on experience and the opportunity to apply the knowledge and skills already acquired. No doubt a management education can to some extent create a hothouse in which the relevant experience can artificially be induced or simulated, and the provision can be more systematic and orderly than is likely if the individual is left to the normal course of a career in commerce and industry.

It is one of the weaknesses of most professional bodies that they tend to equip an individual for his or her profession, but do not turn professionals into managers.

What has happened in local government is an obvious example. Attempts to identify, as it were, the "management" dimension in a professional course as if it can be separated out and "taught" generally seems to fail and many are still searching for ways in which to convert the relatively narrowly trained and educated "professionals" into "managers". What the professional bodies can and should do is to ensure that the tools and techniques of management, quite apart from, and in addition to, the professional work, would be part of their courses. In our institute we have made a point of that for some years and have accentuated the emphasis since the information technology revolution.

With the best will in the world, it is difficult to gauge employers' needs and we were impressed with the remark of the Standing Conference of Employers of Graduates in a recent report: "There will

never be a united front on employers' needs (except on such issues as transferable personal skills) because there is a wide range of interests and needs. The message is likely always to be fragmented." It must follow that course provision must also be diverse.

We believe that the worlds of academic, vocational education and training and management education need to be brought closer together and that institutions should not be created which will have the effect of isolating any one of them.

**W**e now sense a change in attitude, not only at the council for National Academic Awards, but also at the university level generally. That is to be wholeheartedly welcomed and we make no reference to the circumstances which have brought those changes about.

Equally, our experience is that employers are becoming more willing to accept the priorities of public sector management education and not to put quite such a heavy emphasis on taking the generally educated and endeavouring to do the training for themselves and for their own purposes.

In the climate, it is encouraging that the provision of management education is being studied seriously. We are aware of no less than eight studies of management education-related matters now taking

place, something of an *embarras de richesse, one might think*. A report on postgraduate management education in UK universities by Professor P.G. Forrester on behalf of the Economic and Social Research Council and the Conference of University Management Schools was published in 1985.

More recently, in February this year, the CNAA Committee for Business and Management Studies produced a position paper on management education and the public sector. The paper puts forward a number of options for rationalizing the provision of management education by universities, polytechnics and colleges. With a consensus growing that rationalization must come, we would expect the suggestions made in the CNAA paper to be acceptable, but we are still doubtful as to who, if anyone, will grasp the nettle and take the lead.

Presumably, it can only be a combination of the Department of Education and the Manpower Services Commission. A matrix of provision needs to be agreed.

We have had a matrix of academic education for many years. We are about to acquire one for vocational education and training. We are now looking for a third matrix — for management education.

Barry Barker is chief executive and secretary of the Institute of Chartered Secretaries and Administrators.

Appointments Phone: 01-481 4481

Appointments Phone: 01-481 4481

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### Marketing Manager £21K + Car

The Software Industry Development Centre is ICL's shop window to the industry. The aim is to substantially increase the portfolio of Software Products available on ICL Hardware. Do you have ability to promote the Industry Centre implementing marketing initiatives and have experience/knowledge of

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For further details and immediate interview phone SALLY KNIGHTON on 01-244 8577. MK Associates (Recruitment) Ltd, Bolton House, 194 Old Brompton Road, London SW5 0AS. ICL is an equal opportunities employer.

### Account Managers £20K + Car

Recently introduced — a range of Collaboration agreements. Designed to encourage leading software companies to develop their products for distribution via ICL sales force or the dealer network. Candidates must have

- \* Sales/negotiating skills
- \* Business management experience
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First of its type — The Software Agency Agreement. Formulated to market third party Software Products via ICL sales force. The Candidate must have

- \* Knowledge of software industry
- \* Commercial awareness
- \* Marketing experience in DP industry



We should be talking to each other.

A MEMBER OF THE STC PLC GROUP

## HAVE YOU BEEN TOO BUSY WORKING TO FIND THE RIGHT CAREER?

For years many of us have been involved in the day to day necessities of living that we have given little thought to how we might enhance our careers.

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Chusid Lander can change all that. We are a group of specialist career consultants whose sole function is to guide experienced executives like you to achieve your personal and financial ambitions.

We guarantee that we will commit our time and effort until you are satisfied that your career objectives have been realised.

Instead of being cooped up, we'll help you fly.



For thirty years we have been striving for the best. Now it's your turn!

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## GRADUATE OPPORTUNITIES in Direct Marketing

Christian Brann Limited is the only company in the UK to offer full-service Direct Marketing in-house. It has over 60 national and international clients, and has won seven European Direct Marketing awards this year alone.

The company is currently growing faster than ever, increasing turnover by over 36% in 1985. Since January 1986, over 30 new jobs have been created at all levels within the company. In addition, it will recruit ten 1986 graduates as trainees.

All graduates follow a unique 25-week training programme, starting 29 September 1986. The programme gives a thorough grounding in every aspect of Direct Marketing — strategic planning, account handling, creative work, print production, database management and results analysis.

Please apply in writing, explaining why you want to work in Direct Marketing. Send your application with a full C.V. — to Mr Robb, Administration Manager, Christian Brann Limited, Phoenix Way, Cirencester, Gloucestershire GL7 1RY.

Closing date for applications is 8 August 1986. Graduate selection takes place on Wednesday 3 and Thursday 4 September 1986.

Christian Brann Limited THE DIRECT MARKETING GROUP

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Sumitomo Finance International, fast growing capital markets subsidiary of one of the world's largest banks, has a strictly limited number of openings for very high calibre graduates or MBAs keen to build a career in either eurobond dealing, sales or corporate finance.

You should only apply for one of these positions if you:

1. Have at least a II(i) Hons degree from a leading university;
2. Are aged under 26;
3. Are prepared to work extremely hard; and
4. Have a strong, outgoing and convivial personality combined with tact and diplomacy.

Successful applicants can expect early responsibility, excellent on-the-job training and rapid career development combined with a competitive salary and benefits package.

Interested applicants should write, enclosing a comprehensive C.V., stating how they meet the above requirements and indicating what other career options they are currently pursuing, to:

Mrs Fiona Williams  
Personnel Officer  
Sumitomo Finance International  
107 Cheapside  
London EC2V 6HA

## Company Secretariat

An outstanding opportunity for an experienced professional

City c. £21,000

British Telecom plans to expand its Company Secretarial Department to meet the needs of a growing information technology group of companies and for business development within the organisation as a whole.

The successful candidate will be responsible for specific aspects of the Department's work which involve the provision of full company secretarial services to several subsidiaries (both in the UK and overseas), and monitoring British Telecom's interests in joint ventures, subsidiary companies and special assignments.

Candidates should be qualified as a Chartered Secretary, Solicitor or Barrister and have gained wide experience of all aspects of Company Secretarial work in

a large company or commercial legal practice. They will also need determination, initiative and the ability to communicate effectively at all levels. The likely age range is between 27-40.

Starting salary is around £21,000. Excellent range of benefits.

To apply please write, with full CV, to: Ann Hulbert, Management Recruitment Unit, British Telecom, Room 26/48, Euston Tower, 286 Euston Road, London NW1 3DG.

British Telecom is an equal opportunities employer.



## Corporate Account Manager

Selling into the Corporate Marketplace needs special talents. We are now looking for ambitious salespeople selling total PC Systems to Corporations and Institutions in the City's financial community.

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REMUNERATION PACKAGE  
OTE: £35,000 PA BASIC: £17,500 PA  
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You will be backed by a very experienced technical support team, familiar with the pressures of high level selling. You will be based in Tristar's prestigious offices.

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Write with CV to Ray Farrenkoben at: Tristar Data Systems, 38 Finsbury Square, London EC2 1SJ. Telephone: (01) 256 7421. All enquiries will be treated in the strictest confidence.

## Managing Director (Publishing)

One of Europe's foremost publishing groups seeks a Managing Director for its London based subscription journals imprint.

The principal tasks are to motivate and lead a top editorial team, producing the leading publications in their field, and to establish new product development to take the company into new business information areas.

The ideal candidate will be an ambitious self starter, appreciative of autonomy, who can demonstrate a successful track record as a publisher or in a senior commissioning role.

The salary and benefits package will reflect the importance of the position. Please submit a comprehensive CV for the personal attention of:

The Managing Director  
Wolters Samsom (UK) plc  
36 Queens Gardens  
London W2 3AA.



Wolters Samsom (UK) plc

**AMOCO CHEMICALS (EUROPE) S.A.**, a leading producer and marketer of petrochemical products worldwide, is looking for a

### EUROPEAN SALES MANAGER

#### Petroleum Additives

The candidate will be based in GENEVA and will have responsibility for marketing petroleum additives products in Europe, Africa, Middle East and Eastern Bloc countries.

The position involves coordination and management of European Sales offices and sales agents, developing and applying sales strategies and plans, close cooperation with the Product Manager and Marketing Manager, customer contacts and P & L accountability. The position has excellent growth potential and reports to the Marketing Manager, Europe.

The ideal candidate will have a good professional qualification in chemistry, chemical engineering or mechanical engineering, an in depth knowledge of additives and their applications and a record of successful management and marketing experience in the petroleum additives field. A good command of English and possibly German and French is required.

Candidates are requested to submit comprehensive curriculum vitae, references and salary history to: Nicole Grasslby, AMOCO CHEMICALS (EUROPE) S.A., 15, rue du Saubert, CH 1211 GENEVA 21.

### SALES EXECUTIVES

£1,000 per month + comm

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International company with a highly acclaimed concept is expanding into the S.E. London postal district and Kent.

Package of commissions will reach £25-£35,000 p.a. including car allowance.

Comprehensive training methods ensure early success, excellent prospects of promotion as the company goes national in 1987.

International transfer opportunities available after qualifying period.

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# Race Relations Advisor

### LONDON - UP TO £20,830

The Department of Employment (DE) Group wishes to appoint a Race Relations Advisor in its headquarters division concerned with policy on race relations and equal opportunities. The remit of the Advisor will be to provide information and advice which will contribute to the formulation of the Group's policies and programmes concerning race relations and ethnic minority employment, covering:

- the development and delivery of DE Group programmes and practices affecting employment opportunities for members of ethnic minority groups, including the inner cities initiative;
- measures for stimulating the creation of new enterprises by ethnic minority groups;
- means of promoting equal opportunities within the DE Group.

Applicants should have recent experience of working with organisations or individuals actively engaged in promoting good race relations and be familiar with the employment and related problems of ethnic minorities, and able to maintain close contacts with organisations and individuals representing their interests. Knowledge of DE Group programmes and practices and industrial or personnel experience would be advantageous.

The appointment will commence in the early Autumn and will be for 3 years in the first instance with the possibility of extension to 5 years. Salary will be in the range of £15,693 - £20,830 including £1,364 per London Weighting (under revision).

Applications (including a curriculum vitae and stating present salary and holiday commitments, if any) should be sent to Ms L. Derrick, Department of Employment, GPT, K709, Caxton House, Toddhill Street, London SW1, not later than 21st Aug. (3 weeks from publication of advertisement).

The Department is an equal opportunities employer.

## THE ROYAL COLLEGE OF MIDWIVES 15 Mansfield Street, London W1M 0BE INDUSTRIAL RELATIONS RESEARCH OFFICER (Information, Training and Pay)

The Royal College of Midwives is the professional organisation/trade union for Midwives and is recognised as a national negotiating body.

A challenging position exists within the Industrial Relations Department of the College, for a highly motivated individual to contribute to the development of initiatives already established in obtaining financial recognition for the role of Midwives as independent practitioners in their own right.

The post will have specific responsibility for Information and Pay Research, and the postholder will participate in the RCM's representation on the Nursing and Midwifery Staffs Negotiating Council. The training responsibility will focus on course design and monitoring the effectiveness of training for RCM representatives. The opportunity would exist for the postholder to participate in the full range of Industrial Relations work within the Department.

Candidates should have a sound knowledge of Industrial Relations both theoretical and practical. Experience in personnel, research, training or education would be an appropriate background, and knowledge of the NHS would be considered an advantage.

The salary is linked to the scale for Director of Nursing Services (IV) £12,760 - £14,640 plus London Weighting of £877 per annum. The point of entry will depend upon qualifications and experience. Further details together with a job description and application form may be obtained from Miss Caroline Peyton, Administrative Officer at the above address. Informal visits may be arranged by telephoning Miss Sheila McIlroy, Director of Industrial Relations on 01-580 8523 Ext. 244.

The closing date for receipt of completed application forms is Monday, 1st September 1986.

## OVERSEAS EMPLOYMENT - PETROLEUM EXPLORATION

Our client, a major North African oil company, urgently seeks experienced Geophysicists and Geologists for long-term assignments.

**Interpretation Supervisor**  
You will be responsible for the technical direction and supervision of highly-experienced geophysicists engaged in structural and stratigraphic interpretation of onshore and offshore seismic data, and must yourself be experienced in the application of computers to exploration mapping & analysis.

**Seismic Interpreters**  
We require applicants at different levels of seniority, based on 10-20 years' major oil/exploration company experience.

**Senior Exploration Geophysicist**  
This key post requires a proven expert with 10/15 years' major exploration company experience. Your duties will include design and evaluation of parameters for complementary seismic data acquisition and processing systems, monitoring and modification as necessary to obtain seismic data optimum to a variety of exploration objectives.

**Seismic Data Processing Specialists**  
You must have at least 10 years' major oil company experience, and will undertake the technical direction and quality control of onshore and offshore seismic data processing in line with exploration objectives.

**Computer Applications Specialists**  
You must have experience of exploration data base systems/applications, and of computer-based geophysical analysis techniques. Familiarity with seismic interpretation and processing methods, and systems of seismic velocity and well logging an advantage.

**Staff Geologists**  
We require Structural, Exploration and Production Geologists with at least 8 years' oil company experience.

These assignments are accompanied by outstanding compensation packages, featuring highly competitive salaries and conditions of employment. Please send your CV, without delay to:

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## Royal College of Nursing Reception and Services Manager

£10,907-£12,329pa

To manage the front of house reception and switchboard services at our busy London W1 headquarters. You will supervise a small team who provide house services and conference facilities. You will also have a wider management role in the absence of your own manager. Visitors to the RCN include not only members and students but participants to seminars and conferences and you would be expected to propose and develop appropriate security and access control procedures.

You should have proven management and organisational skills with the ability to coordinate a small team. In addition you should have an expert knowledge of BT's Mersuch system and have a mature, confident and pleasant manner.

Job details and an application form are available from the Personnel Office, Royal College of Nursing, 20 Convent Square, London W1M 0AE. Tel: 01-409 3333 Ext. 343. Closing date for letters of application is 12th August 1986. Send the job description and if you wish to discuss the job informally contact Mr. J. Philips, Property & Services Manager, Ext. 258.

The RCN actively discourages smoking in all its premises.

## THE ROYAL ASSOCIATION FOR DISABILITY AND REHABILITATION

have a vacancy for Head of Fund Raising. This is a new post to supervise and coordinate an enlarged fund raising programme covering all aspects of the Association's work. Salary NJC scale (£12,587 - £15,342). Job description and application form available from:

The Office Manager  
RADAR  
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RADAR is an equal opportunities employer.

# Graduates

## Tax training with leading international firm

Coopers & Lybrand is the largest firm of Chartered Accountants and Management Consultants in the UK. We are looking for ambitious recent graduates who want to set their sights high for a career in Personal Taxation in our new London headquarters.

The work is intellectually stimulating and covers a wide range of clients who look to us for professional advice. We have developed a special training and work experience programme which enables you to study to become a Member of the Institute of Taxation as well as enjoying progressive career advancement.

We are offering highly competitive salaries and a range of benefits (including study leave) which you would expect from a large international organisation.

If you enjoy advising people, have good interpersonal skills and are looking for a well paid professional career, we would like to hear from you. In the first instance please write or telephone for an application form to Pat Horrocks.

**Coopers & Lybrand**  
Plumtree Court  
London  
EC4A 4HT  
Tel: 01-583 5000 Ext 4842

## Product Development & Support Co-ordinator

As today's No.1 financial services system - owned and operated by some 17,400 member institutions in over 160 countries - visa offers a young and ambitious Product Development & Support Co-ordinator the prestige and scope of an internationally renowned organisation. This is an ideal opportunity for a budding marketing professional to gain an edge early in their career.

In frequent contact with clients, including banks that issue our gold cards and potential member institutions, you will support our product by providing information as necessary and presenting new business pitches. Additionally, you will make a positive contribution to the development of innovative services through the identification of market needs and relevant recommendations.

A graduate with at least 2 years experience in the sales and marketing division of a consumer sector organisation, ideally you will have a knowledge of working overseas plus some fluency in another language. Between 24-28, bright and extremely confident, you communicate well with people at all levels and write clearly and concisely.

You can anticipate an attractive rewards package including a generous salary and benefits that reflect our position in the marketplace.

Write today with full career details to: Mrs Wendy Oliver, Visa International, P.O. Box 253, London W8 5TE. Alternatively telephone her on 01-837 8111 for an application form.



All you need.

## HEAD OF TECHNICAL SERVICES £15,000 CENTRAL LONDON

The Process Plant Association wishes to appoint a chartered or graduate engineer to fill a vacancy on its small executive team. Responsibility is to the Director-General for administrative as well as technical matters, including the organising and processing of committee work.

The ideal candidate will, however, be a buoyant self-starter who will also initiate ideas and developments and have the ability to enthrall the membership about them. Essential requirements are an organised mind, a good communicator orally and on paper, and previous experience of industry and trade association work.

There are real possibilities of expanding the scope and responsibilities of the job arising from PPA's important involvement in the restructuring of TA representation now under discussion in this sector of manufacturing industry.

Applications to the Director-General,  
Process Plant Association,  
Leicester House,  
8 Leicester Street,  
London WC2H 7BN

# Office Automation Project in the City

### c. £17,000+ benefits

We are leaders in the complex field of reinsurance broking and are looking for a high-calibre person to join a recently established team that is responsible for Office Automation throughout the Company.

Your role in this senior position will be to assist in the planning, design, implementation and support of our Office Automation Project.

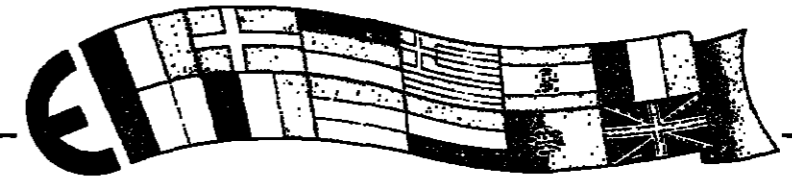
Ideally, you will have a degree in an appropriate discipline or some other relevant professional qualification and at least 5 years experience in an office automation/administration environment. This should include at least 3 years in analysis and design. Experience of presentations and project control is essential and a knowledge of Wang and IBM systems is desirable.

The position is based in our City headquarters. In addition to a salary around £17,000, the benefits package includes free life assurance, free restaurant, and an excellent pension scheme and use of our sports complex in the City. Relocation expenses will be paid where appropriate.



## E.W. Payne Limited

For an informal discussion, please ring Marie Sheath on 01-623 8080, extension 2335. Alternatively, send your CV or write for an application form to John Roworth, Assistant Personnel Manager, E. W. Payne Limited, Aldgate House, 33 Aldgate High Street, London EC3N 1AJ.



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**AMBITOS:**  
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Commission des Communautés Européennes,  
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Reporting to the Managing Director of this well-established Company whose pharmaceutical products are found in world markets, the person appointed will have responsibility for secretarial, legal, insurance and other administrative affairs.

The successful applicant will be an energetic Chartered Secretary or a lawyer with Company Secretarial experience, preferably a graduate aged 28-35. A pharmaceutical industry background would be useful but not essential.

The Company's administrative headquarters are located in modern premises in Oxford, with a manufacturing base in South Wales.

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Applications should be addressed to the College Secretary, marked 'D.B.' (from whom further particulars may be obtained) before September 1st.

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We work with prestigious companies who seek young and dynamic sales associates. You must be under 30, have at least 6 months' experience in a commercial sales or field-sales environment. Rewards include a high basic salary plus commission plus car. First class training and career development prospects.

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# GENERAL APPOINTMENTS

## BUILDING FOR YOUR FUTURE

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 Position: Several Analyst/Programmers with good degree or equivalent are required to work in small group or alone, within a young and very trendy environment to design and implement new financial systems serving the professional investment community.  
 Experience: Solid COBOL programming, 'C' or ASSEMBLER coupled with creative software development. Exposure to VM/CMS and financial systems would be a distinct advantage as the environment encompasses Financial, Investment, Eurobond/Securities applications. Hardware: IBM/Ascend mainframes, Tandem and micro with communication links.  
 Benefits: Wonderful opportunity to join a high calibre organization at the forefront of the world's largest financial databases. The excellent salary is complemented by non-contributory pension, BUPA, bonus and company car scheme. If you respond well in this fast moving and dynamic environment, you can expect fast promotion and high financial rewards.

REF: TM 1936

**ICL PROGRAMMERS/SENIOR PROGRAMMERS SW LONDON £11-16K + BENEFITS**  
**- TO MOVE INTO ANALYSIS**  
 Company: One of the largest and most successful computer services companies operating in the world. Provides a wide range of commercial/business application areas, staffed with competent and dynamic professionals.  
 Position: Programmers and Senior Programmers to move into an analysis role and work on major projects, playing an integral part in a small team working from the Analysis stage through to implementation. At the more senior level there will be team leadership. Training will be given in analysis.  
 Experience: Programmers - 18 months - 2 years COBOL experience gained on ICL mainframes from a commercial or financial background. Senior Programmers - 3 years plus, preferably with JIMS, TPMS and team leadership experience. At the more senior level training will be given in OMS.  
 Benefits: These opportunities must be carefully considered by candidates with hardware/application supporting limited to one or two cases, as the type of person has benefited considerably in the past. The variety of hardware employed and the scope of applications coupled with excellent training, can lead to fast promotion, higher salaries and a certain prosperous future.

REF: TF 230

**ANALYST PROGRAMMERS SURREY TO £16K + BENEFITS**  
 Company: A dynamic fast moving software house, well respected for the production of financial packages in the European market place. Based in Surrey with work in Paris.  
 Position: Analyst Programmer required to work in a team on the development of bespoke systems. From design to implementation. Work involves regular travel to Paris - all expenses paid.  
 Experience: Upwards of 2 years COBOL programming within an IBM mainframe environment. Exposure to DCS DUS/MS or MVS essential. Life assurance or financial applications experience would be of particular interest.  
 Benefits: Unlimited career opportunities within this company, with benefits including BUPA, health insurance and life assurance.

REF: TS 1915

**SYSTEMS ANALYSTS/ CITY £13-£21K**  
**COMPUTER AUDIT +BANKING BENEFITS**  
 Company: One of the World's leading banking corporations, a major user of IBM mainframes and AS/400 computer hardware. Higher levels of excellence in technology are constantly being attained and for this to continue more D.P. professionals are sought.  
 Position: Systems Analysts to work on a variety of financial and banking applications, particularly in the Computer Audit area. Also Computer Auditors to work within the Bank's Audit department, advising on computer systems and testing business audit and D.P.  
 Experience: Upwards of three years data processing experience in Systems Analysis, computer audit or D.P. Insurance role. It will be advantageous to have a background in finance or accounting. Candidates with experience of any hardware - mainframe, mini or micro are asked to apply.  
 Benefits: These are golden opportunities for career advancement, not only providing a way into banking but also to work on the very latest IBM hardware. A very generous salary, management study, training and a range of additional benefits should make these even more attractive prospects.

REF: TD 1950

6th Floor, Empire House, 175 Piccadilly, London W1Z 9DB Telephone: 01-409 2844, (24 hours)

## SYSTEMS ENGINEERS BERKSHIRE TO £23K + BENEFITS

Company: Energetic young European company, involved in Silicon Circuit design. Based in Berkshire with offices in Munich and Paris, there are further plans to set up their own manufacturing plant in Europe later this year.  
 Position: Systems and Project Engineers are required for the development of advanced CAD tools. Candidates will be working on SUN and DEC hardware using 'C'.  
 Experience: Candidates must have direct VLSI experience, preferably gained within a Silicon design environment. Successful applicants will have computer design experience and knowledge of physical, structural and behavioural design. Considerable interest will be shown to candidates with direct exposure to installing products directly on client sites.  
 Benefits: An excellent opportunity to work for a company who, in the next few years, aim to be in the forefront of hi-tech silicon design. Benefits include an excellent remuneration package and stock options for candidates at senior levels.

REF: TX 1978

## \*\*\*\*\* SALES \*\*\*\*\*

**MOVE TO SALES! BERKS BASE £17,000 OTE**  
**DATACOMS, NETWORKS BASE TO £14,000**  
**SALES TRAINING**  
 Company: Recognised throughout the U.K. as a leader in data-communications, networking and solution sales, this major manufacturer is currently instigating a franchise sales programme for ambitious computer professionals.  
 Position: Initially working as a sales liaison representative, you will be required to deal with all customer enquiries and market research within two distinct market sectors: i.e. Government/Local Authorities, and major accounts. Progression to mainstream sales operation will follow within nine months of joining the company.  
 Experience: The successful candidates will currently be working in sales support or technical support roles. In addition, excellent communication skills and good sales aptitude is essential. An understanding of data-communications would naturally be advantageous although not essential.  
 Benefits: Young and ambitious individuals will recognise this as an outstanding opportunity to move into the sales arena. In addition to the outstanding salary the company is offering full product and sales training conducted informally by a professional organisation.

REF: TYB 1752

## SALES EXEC'S + SALES MGRS LONDON £48,000 + OTE

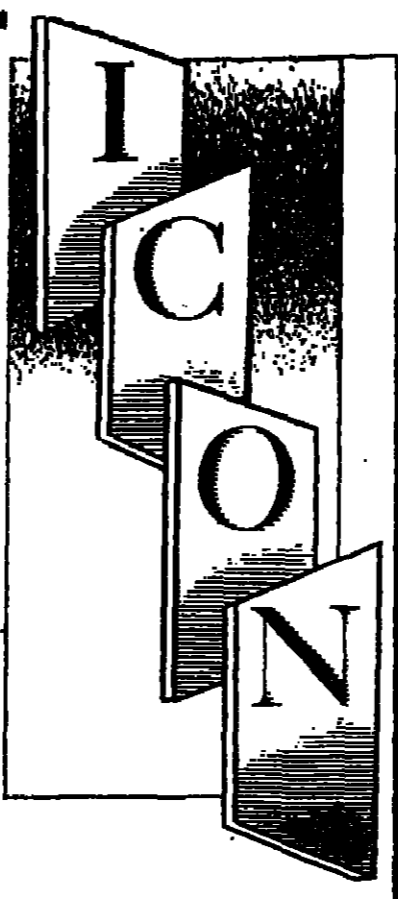
**NETWORKED IBM PCs BASE TO £20,000**  
**TIMES TOP 1000 INCENTIVES SCHEME**  
 Company: One of the leading dealers in the U.K. with a worldwide turnover of £250 million, is currently undergoing a major expansion programme. To help sustain their record of success, untraced within the industry today, a number of vacancies are available.  
 Position: Based at the company's new purpose built offices in West London, the brief will be to sell the above business solutions into corporate accounts in London and the Home Counties. Current vacancies include territory sales, account management, and sales management positions.  
 Experience: To qualify for these positions, all candidates will need to demonstrate a sound background in solution sales and an in-depth knowledge of the micro marketplace. Familiarity with large IBM mainframe systems is of particular interest. Individuals wishing to apply for a management position should have relevant experience at the level.  
 Benefits: This company firmly believes that salary should be commensurate with success and achievement. To this end, an outstanding incentive scheme has been implemented including one shared for high achievers. This together with the excellent company benefits and the generous benefits package, make this a superb opportunity to further your career.

REF: TYB 1752

## SOFTWARE SALES CENTRAL LONDON OR BASE TO £16K

**INTERNATIONAL EASTERN HOME COUNTIES UNLIMITED EARNING**  
**GOOD MGMT PROSPECTS**  
 Company: This International Software Consultancy is part of a large multinational organisation, and is searching for two experienced consultants to join their successful team.  
 Position: Selling high value software solutions running on IBM, DEC and other major hardware to existing Blue Chip companies and into new business areas in Central London or the Eastern Home Counties. Opportunities to develop into European and US markets are on offer according to individual success in the UK. In addition, prospects for promotion into management are excellent.  
 Experience: Candidates should be able to demonstrate a good track record in a relevant environment, preferably with IBM experience in financial or accounting areas. Be capable of high level negotiations and possess outstanding communication skills.  
 Benefits: The company is a leading player in the marketplace having been established for over 20 years. The generous range of benefits include choice of car, BUPA, pension and unlimited earnings potential and excellent prospects for promotion.

REF: TB 1951



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Saudi Arabia Support Department

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Applicants must have a minimum of eight years' experience in computer systems development, including at least four years in systems analysis and a number of years of specialisation in Computer Systems Management. They will be expected to demonstrate experience in one or more of the following areas of specialised computer application: logistics, administration, accounting and/or communications. All applicants must hold a full UK passport.

While a degree or formal professional qualification would be desirable, the most important consideration is that applicants should have completed recognised training courses in the appropriate computing disciplines. Military experience at commissioned rank, preferably in the RAF, would be advantageous.

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Please apply in writing, giving brief details of appropriate experience, quoting reference 0447 to: Mr D. Tully, Saudi Arabia Support Dept., British Aerospace PLC, Military Aircraft Division, Watton Aerodrome, Preston, Lancs PR4 1AX or telephone Preston 634317.



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 TEL: 01-647 6626.

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### Sales and Marketing Director

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**Cheshire, c£24,000, Executive Car**

This established market leader, with a turnover of £12mpa, is a major subsidiary of a dynamic and rapidly expanding international group. The company manufactures a wide range of products which are sold to the home, export, contract and retail market sectors through an established distribution network. This key appointment, reporting to the Director and General Manager, will have total responsibility for the sales and marketing function with particular emphasis on leading and motivating the sales team. The appointee will be expected to provide a major contribution to the strategic development of the business. The successful candidate, aged 30-45 will be an experienced sales professional and a proven achiever, ideally in industrial consumer products. He will be accustomed to working within a highly profit conscious environment and be able to demonstrate qualities of personal leadership. A comprehensive benefits package is offered including relocation expenses where appropriate and there are excellent opportunities for career progression within the Group.

G. Soble, Ref: 29679/T. Male or female candidates should telephone in confidence for a Personal History Form, 061-832 3500, Hoggett Bowers plc, St. John's Court, 78 Gortside Street, MANCHESTER, M3 3EL.

**WATERAID is a new registered charity of the 1980s, sponsored by the British water industry. In the Third World it supports low-cost water and sanitation improvements in which those will benefit are actively engaged on a self-help basis. Recurrent income now exceeds £1 million per annum, and rapid further growth is planned.**

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The Financial Controller will have a wider role than the title may imply. As well as the supervision of accounts, he/she will be head of office administration, and will design and implement procedures appropriate to the organisation's further growth. Candidates will preferably be accountants with a proven capacity to achieve efficiency in an informal and de-centralised organisation.

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The Head of UK Operations will seek both to increase awareness in UK of water needs elsewhere and to generate the resources for WaterAid's sustained growth. Candidates will need strong entrepreneurial qualities, a proven record in effective management and a capacity to motivate others at all levels.

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Closing date for applications 1 September 1986.

## WaterAid

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 Tel: (0491) 578171

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### RETAIL SUPPLY MANAGEMENT

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Hand in hand with this strategy for the future, is the introduction of a completely new and vital role within the Buying Function - Supply Management.

The managers who will fulfil this key role will work alongside the buyers on a daily basis and will be responsible for optimising stock holding, increasing service levels to customers, and liaising with senior management on major stock and supply issues.

Appointments will be made at both senior and middle management levels. Ideally candidates will have a degree in Business Studies, or another numerate discipline, and previous retail or distribution experience. A high level of commercial awareness and excellent communication skills are essential. For the more senior appointments, proven management experience is desirable. Recently qualified MBA's will be considered.

Rewards include competitive salaries, significant benefits packages and excellent career prospects. Vacancies exist in both London and Nottingham and a generous relocation allowance is available where appropriate.

Interested in these new appointments? Contact Taylor and Partners on the special action line at the address below.

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 TELEPHONE 01-630 1758 - TELEX 27706 - FAX 01-821 5385

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In less than four years, we have risen to become one of the foremost private healthcare companies, with ten acute hospitals and six nursing homes forming the current operational base of the company.

Our industry is complex and highly competitive. The challenges ahead will test your ability to provide quality services in a price-sensitive environment as you will find.

We now need to recruit an experienced Product Manager to complement our existing team of other technical specialists based in London.

Ideally you will have a Degree, perhaps in Marketing, Statistics or Business Studies. You will now be in your late twenties or early thirties, and your progressive marketing career will have taken you to at least Senior Product Manager (or equivalent). You would now like to take your marketing skills into a fast growing industry where considerable opportunities exist for innovation, creativity and flair.

You will report to the Director of Operations, and your initial brief will be to research, analyse and make recommendations on our product mix, pricing strategy, etc. From this base the overall structure of your department will evolve, particularly over the next one to three years.

Salary will be negotiable. In addition there will be a company car, free private health insurance, life insurance, stock purchasing plan, pension scheme, etc. Application should be by submission of detailed CV, and preliminary enquiries may be made to the Personnel Manager:

Philip E M Bradshaw, Personnel Manager  
 HCA (United Kingdom) Ltd  
 48 Wigmore Street, London W1H 0LE  
 Tel: 01-635 7165

Leading European technical testing and inspection organisation seeks engineers and technicians for testing and certification of electrical/electronic products for its North American subsidiary with offices in Danbury, CT, San Ramon, CA and Toronto, Canada. Previous experience in working for or with regulatory agencies would be a great asset to perform in this position.

Positions in the following areas are available:

## Data Processing Equipment Medical Technical Equipment

After an extensive training period in West Germany relocation to the U.S. is required.

Attractive salary and fringe benefits are offered

Please send resume to Times Box No. D09.

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Develop your professional skills in this exciting new professional training scheme benefiting from individually planned learning programmes. Vacancies in:

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Earn as you learn. In addition to receiving off the job training, participants will receive £4,208 p.a. while on this scheme. All applicants must be over 18 and have been unemployed for six months.

INTERESTED? Write or phone for an application form to Dorothy Ives, JOBLINK, 24 Buckingham Gate, London, SW1E 6LB Tel: 01-588 2326

Project Fullemploy aims to develop programmes which promote equality of opportunity in employment through a partnership approach between the private, public and non-statutory sector and to facilitate more effective involvement of minority ethnic communities in the economic life of the UNITED KINGDOM. Project Fullemploy is an EQUAL OPPORTUNITY EMPLOYER.

This scheme is sponsored by National Westminster Bank.

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**MATHS OR STATISTICS GRADUATE REQUIRED**

A leading CITY FUTURES BROKER requires an intelligent, outgoing graduate to work in its expanding Research Department, specialising in traded options.

The successful candidate is likely to be in his/her early 20's and possess a First or good Second Class Degree in Maths and/or Statistics. A high standard of literacy is important. No previous experience is required as thorough training will be given. A competitive salary is offered. Applications with CV to:

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HORIZONS

A guide to career development

GENERAL APPOINTMENTS

A permanent place for the temp

It is not surprising, given the unpredictable nature of our economy, that even firms which are doing well are reluctant to tempt providence and add to their permanent staff - a fact which must have some bearing on the continuing high levels of unemployment.

Instead the solution to which a growing number of employers - especially medium-sized and smaller ones - are turning is to take temporaries. This no longer applies solely to secretarial and clerical jobs with which temping is traditionally associated.

A recent survey of 450 firms undertaken by the Institute of Manpower Studies show that around half were using some temporary staff at all levels - either to cope with workload fluctuations or to avoid recruiting permanent employees.

Manpower, the employment agency which commissioned the IMS survey, has long specialised in this sector of the market. They found that a poster campaign last year, featuring a bowler-hatted model in the image of a middle manager created the wrong impression.

A growing need for computer experts and accountants

clients for temporary appointments in general management," says Fergal O'Brien who runs the Notting Hill office. "However, there's a large and growing requirement for temporary help on the accountancy, computing and audit side and also in areas where firms have to take on specialists to cope with sudden surges of work. Designers to help out in the drawing office if a big contract comes along are a case in point."

His view of the growth potential in new kinds of temporary work is shared by Michael Crosswell, managing director of the fast-expanding Blue Arrow personnel services group. They now own Brook Street Bureau and have just acquired the head hunting and executive selection agency Hogget Bowers.

One reason for that move was to get a foothold in the executive employment market. Some people regard it as an overworked field, but he thinks it is one where new and different recruitment opportunities are beginning to emerge.

He foresees a future where executives are taken on for specific tasks, subcontracting their services for a fixed period of 2-3 years. "It's really an aspect of self-employment," he says. "There are 2.5 million self-employed people in this country. Not all of them want to run businesses of their own or have the resources to do so, but an awful lot have highly marketable expertise. One of the jobs of recruitment consultancies will be to bring such people together with clients who have a need for what they have to offer, but who might not want to tie themselves down to a long term commitment."

An increasing number of employers are turning to highly skilled specialist temporaries rather than offering full-time work. Godfrey Golzen looks at the potential of this newly emerging market

Mr Crosswell admits that supplying executive temporaries is still a very small part of Blue Arrow's activities. "We supply about 250 such people a week, which is about 2.5 per cent of our total placement. Mostly the demand is for temporary accountants and technical people, but we're also now getting asked for executives with specific bits of expertise in management disciplines like marketing and R & D."

Typical assignments last for anything between four weeks and six months and pay at this level is around £25-£30 an hour. The rate is negotiated by Blue Arrow, and the temporaries on their books are technically their employees. That means they get holiday pay and statutory benefits but it also means that they are taxed on P.A.Y.E, though in many respects their position is much closer to that of self-employed sub-contractors.

Mr Crosswell believes that is an anomaly which ought to be corrected by legislation. "The official designation of self-employment is much too rigidly attached to carrying on trades or professions. The signs are that the security of employed status - and the tax free fringe benefits that go with it - will increasingly attach only to a core of permanent employees. In my view that ought to be recognized in extending the tax concessions available to Schedule D payers to all kinds of outworkers, rather than trying to limit them as it happens at the moment."

Nevertheless, one of the happy results of temporary executive assignments is that they frequently result in the person concerned being offered a permanent job. In that case Blue Arrow charge the client a fee related to salary. Like many supporters of temporary employment, Mr Crosswell believes that it has a further function as a way of trying out a potential employee without any commitment on either side.

It establishes whether you can work with someone, whether they're any good at the job - and even whether there's a real need for it to be filled in the longer term. Those are the kind of things that often just don't come out, even in a skilfully conducted interview.

The built-in potential for full-time employment was also a factor that attracted the Institute of Directors into setting up their Part-Time Executive Appointments Bureau a year ago. Unlike many of their other services it is available to non-member companies and individuals. They work rather like their commercial competitors. Individuals who write in to them are interviewed and given a questionnaire to fill out which indicates their qualifications, age, skills, experience and degree of availability.

When an enquiry comes in from a client, the Bureau establishes the job specification and then makes a search from the 400 or so names on their register. The client then gets a short list of individuals from which to make the selection. In this case, however, the temporary appointee is employed by the client and has to make his or her own arrangements about remuneration - though guidance is available to both parties on this point by the IOD's director of specialist company services.

Short-term assignments can often lead to a firm offer

Kenneth Lindon-Travers. "We arrange about 60-70 such appointments a year, mostly in smaller firms for periods of a few days to several months. The people we place are mostly in the 40-65 age group. Salaries are at the annual equivalent of £20,000-£45,000." If a permanent position is eventually offered to a temporary employee, the Institute charges the client company a flat fee of £1,000.

Another of the attractions of temporary executive appointments from the employer's point of view is that experienced people are able to pick up the threads of a job quickly, without a long and costly induction period. "The demand often arises out of an urgent need for someone who can 'start work on Monday' because an incumbent has dropped out suddenly for whatever reason," says Mr Lindon-Travers.

Mr Crosswell, however, believes that employers tend to under-rate the importance of briefing temporary workers. "There's often an assumption that because someone is temporary, they're not going to need any training. But they still need to be briefed. When things go wrong it's nearly always because the brief was inadequate or because too much knowledge was taken for granted. Even a self-starter has to know where to insert the key that sets the motor going." If he and other human resources experts are right in seeing a boom in temporary work on the way, then managers are going to need to be trained to use it effectively.

LOEWE Madrid 1846 The prestigious Spanish Fashion House with shops on London's Old Bond Street and Knightsbridge is looking for a stylish and suitably experienced Manager/ess for one of their stores.

If you are aged between 25-35 and have retail management experience, preferably in the fashion or related worlds, please send your c.v. and a recent photograph to: Mr. Jonathan Falkner Managing Director LOEWE HERMANOS (UK) LIMITED 25 Old Bond Street, LONDON W1X 3AA

LOEWE is also looking for permanent SALES STAFF and a full-time ALTERATIONIST with experience in handling high quality leathers. Telephone Melanie Kling on 491 4042 or write to her with c.v. to LOEWE, 25 Old Bond Street, London W1

GENERAL SYNOD OF THE CHURCH OF ENGLAND The COUNCIL FOR THE CARE OF CHURCHES invite applicants for the post of CONSERVATION ADMINISTRATOR. The Council is involved in advising on all aspects of the care of Churches including their furnishings, treasures and works of art.

MINISTRY OF DEFENCE Environmental Noise Officer As part of a new initiative, the Ministry of Defence is seeking to appoint an expert in environmental noise who will be responsible for co-ordinating all efforts to reduce the effects of noise from defence-related activities on the community.

Scientific CIVIL SERVICE Sales Manager-Computer Systems Furniture Tristar Spacemaker System Furniture is getting into the City with its own Big Bang.

Flexible Marketing High-Flyer - Publishing-London. This is a superb opportunity for a young, dynamic, flexible and intelligent Economics graduate to participate in the development of a range of specialist international business reports. The Company: INTERNATIONAL REPORTS. Part of The Financial Times Group - publishers of a range of international business reports.

HONG KONG Leading Hong Kong firm expanding in Pacific Rim markets is looking for two experienced solicitors to undertake Banking and Capital Markets work. Candidates should have a good degree and relevant experience; the ability to work independently and under pressure is essential.

REGIONAL JOURNALIST Southampton BBC We are an equal opportunities employer. This could be your opportunity to embark on a career in television. We need an experienced journalist to join the team which produces our nightly news magazine South Today and network news.

Escorting Officers The Central Office of Information has vacancies for temporary escorting officers in its Overseas Visitors' Division. The Division is responsible for arranging official visits to Britain for 1,800 people each year - including leading politicians, officials and senior media specialists - from all parts of the world.

WHICH CAREER SUITS BEST? MANAGEMENT OPPORTUNITY An exciting career is open to individuals (22+) who are single minded and interested in their own future. This is an opportunity to earn over £15,000 p.a. and earn shares in a nationwide group. Please call Mr Hunt 01-489 8431

GOVERNMENT INFORMATION SERVICE The Civil Service is an Equal Opportunities Employer. THE STERLING PUBLISHING GROUP PLC We are leading international publishers specialising in the production of controlled circulation industrial and professional journals.

Young Sales Trainers London - City Salary neg. Due to our current expansion programme and the continual growth of our Training and Development activities, we now wish to recruit two highly motivated professionals. Your key task will be to develop and present courses aimed at our new recruitment consultants.

SALES/SELECTION EXECUTIVES If you have a successful track record in Sales or Management, we can offer you a unique opportunity to earn in excess of £20,000 p.a. selling Hi-Tech training courses direct to the public. BANKING Our client, an established but expanding firm of stockbrokers, is seeking a PRIVATE CLIENT EXECUTIVE. Ideally the successful candidate will have passed the stock exchange examinations and may have existing business.

Equipment ntechnical nt... ASSISTANT INTERIOR DESIGNER needed for hectic small studio/shop in SW10. Previous experience essential. Write with CV to BOX 638. EDINA RONAY require a manageress for Harvey Nichols concession Please phone 352-1085 for details.

# LA CRÈME DE LA CRÈME

## Home Secretary, no. City secretaries, yes.

Ask **ALFRED MARKS**



### Do you want to run your own show? As an Alfred Marks Branch Office Manager you can.

Being an Alfred Marks manager can offer you considerable career opportunities. As you will be in charge of a branch office that is assessed as a separate profit centre, the effort that you make will be both acknowledged and rewarded.

Running one of our Central London branches, you will be responsible for dealing with both clients and job seekers as well as your staff. This means you'll need to have the kind of successful business background that will enable you to develop a rapport with the many top clients we deal with. You'll need the kind of quick, alert mind that can make astute decisions in the field of the management of human resources. And you'll be leading a skilled team with enthusiasm and commitment.

Of course, the job is a demanding one that requires a proven ability to manage people. We can, at least, help you by giving you a thorough training in our business. You may run the show, but we'll provide a comprehensive backup. You may have heard already of our extraordinary remunerative structure, based upon a first-class salary and exciting incentive scheme.

If you're aged between 25-40 and feel that you have the right qualities of leadership, ambition and commercial experience, we'd like to hear from you.

Contact Kelvin Zebede, Area Manager, Alfred Marks Bureau Ltd., 1st Floor, 100 Oxford Street, London, W1. Telephone 01-631 5262.

**ALFRED MARKS**

We're a lot to offer you.

**SECRETARY PA £11,000**

This young Managing Director needs a Personal Assistant to become fully involved with his international travel arrangements and VIP clientele. Along with your excellent organisational ability your shorthand and WP skills will be used particularly for the confidential aspects of his work. A sound commercial background and stylish appearance is essential.

Please call Jackie Hood on 01 283 2104

Alfred Marks Recruitment Consultants  
88 Leadenhall Street, EC3

Ask **ALFRED MARKS**

**RANK ADVERTISING FILMS LIMITED SECRETARY TO MANAGING DIRECTOR**

Capable audio secretary required. Salary according to age and experience.

Apply to The Personnel Administrator  
127 Wardour Street  
London, W1V 4AB.  
Telephone No. 01-439 9531 ext 204

**WESTMINSTER CABLE TELEVISION**

This adventurous young company requires the dedicated services of a PA/Secretary for the Multiple Sales Manager. Good Shorthand and Typing essential. WP experience an advantage. Salary from £7500, plus benefits.

Contact Philip on 935 6699

**FULHAM ESTATE AGENTS**

Require enthusiastic, well presented Secretary with a good telephone manner, accurate typing essential. The right person will be rewarded with a good salary.

Please telephone 01-584 6391 or apply in writing with CV to: Ridley & Co, 150 Walton Street, London SW3.

**BI-LINGUAL PA/SECRETARY FRENCH/ENGLISH**

An experienced and mature person of smart appearance, with first-rate secretarial skills is sought by a newly-formed textile division of an international trading company in Victoria. Two directors (frequently travelling) seek someone to act on own initiative, especially when they are abroad. The position may involve occasional travel to France.

In addition to audio-typing and full clerical skills, a person who is numerate and is familiar with word processing is required. A knowledge of shorthand and the German language would be an asset.

Benefits are commensurate with the position and include free lunch in the company dining room. Please reply with curriculum vitae including salary requirements to:

Personnel Manager  
42 Grosvenor Gardens  
London SW1W 0EB

**Royal College of Obstetricians and Gynaecologists Assistant to the National Organiser, Birthright**

A friendly and efficient assistant is required for the National Organiser of Birthright, a mother and baby research charity based in Regent's Park. A demanding schedule of fund-raising events and a hectic office mean that excellent secretarial skills, flexibility and an ordered method of working are essential in order to cope with this varied and interesting job. Non-smoker essential.

Free lunches. Contributory pension scheme. Salary from £9,000. Preferred starting date 1st September.

For a job application form and further details please ring 01-723-9296

Hand-written applications to be returned by 4th August 1986

**RECRUITMENT CONSULTANT £10,000+++**

Excellent earnings potential for young consultant with 12-18 months current agency experience to join our team of professional consultants in W1. If you have a good sense of humour and are used to a pressurized environment, then call us now for an immediate interview or send your CV, in confidence to:

Sue Wellings  
Wardour Street Agency  
100 Wardour Street, London W1  
01-724 8844.

**RECEPTIONIST/CLERK c. £8,000**

A unique position with the new London branch of the Webster University of St. Louis, Missouri. Applicants must have a pleasant manner, along with the poise and confidence to deal with people in an educational environment. Duties include assisting with student registration and maintaining accurate records of student tuition payments. Good typing skills would be helpful. Excellent references required.

Please send a brief resume to:  
Mr. Chamberlain  
Webster University  
5 Grosvenor Gardens  
London SW1W 0BD

**EXPERIENCED SECRETARY/P.A. c. £9,000**

Immediate opening for a highly motivated, personable secretary to assist the director of the new London branch of Webster University of St. Louis, Missouri. Excellent secretarial skills with an organisational flair are essential. Acquaintance with word processing is a plus. Experience in the education world would be helpful. Excellent references required.

For further details and interview please telephone 01-834-2379

**BANKING & ACCOUNTANCY**

**FINANCIAL CONTROLLER c.£25,000 + Car Age 25-30**

Central London for a fast growing PLC in hotels, property and printing. Turnover £5M. Reporting to Group Chief Executive with responsibility for all accounting and financial functions, and the role of Company secretary. Establishment and operation of meaningful management information systems is essential.

Successful candidate will be a qualified accountant with commercial experience preferably in a smallish PLC. Must be outgoing and alive the ambition and drive to succeed.

Please Reply to Box No: G46

**A CAREER IN FINANCE/BANKING RECRUITMENT CONSULTANCY £8-£18,000 + Commission**

As the "Big Bang" approaches Banking has become one of the most buoyant and expanding markets. Consequently opportunities and rewards for recruitment consultants are unparalleled.

IPP is an independent group of specialist recruitment consultancies formed in 1977 with a record of sustained growth. Our Banking and Finance division, newly formed at the beginning of the year, already has an enviable reputation for effective and professional recruitment and an impressive list of prestigious accounts.

We are now looking for two people in their early/mid 20's ideally with some recruitment experience or an outstanding school record. Full training will be provided as well as an excellent earnings package (£15,000 first year).

FOR FURTHER DETAILS CONTACT  
ANDREW RUTHERFORD ON  
01-283 1555 or 01-543 7183  
(EVENINGS/WEEKENDS)

**SECRETARY**

Previous experience essential  
CHELSEA ESTATE AGENTS  
Apply: GALLANDER WRIGHT  
01-581 8431

**TAX SPECIALISTS SYSTEMS ACCOUNTANTS CREDIT CONTROLLERS**

For the best in temporary assignments, call  
**accountemps 01-638 8171**  
A Division of Robert Half Personnel

**INTERVIEWER/CONSULTANT TO £15,000 BASIC + HIGH COMMISSION**

Rapidly expanding Recruitment Consultancy located in W1 seeks a young person to be responsible for the practice division.

Tel: 01-439 3389

**AMERICAN BANK PA £11,500**

Magnificent post for young PA/Secretary in International Investment Area. The post involves organising conferences and seminars throughout the UK, dealing with press releases and the Press. Some travel involved. You will have the skills, 100% WP, confidence, excellent appearance and the ability to deal with the public at all levels. Age 25-30. Benefits mortgage sub. bonuses etc.

430 1551/2653  
**Dulcie Simpson**  
Appointments Ltd

**LEGAL AUDIO SECRETARY £9,500**

Excellent opportunity for a first rate Secretary to learn legal whilst working in the world of entertainments. Lots of variety and plenty of scope. Based in Westminster.

Please telephone Mrs. P. Baffers on 01-222 9070 for appointment

**ALFRED MARKS**

We are one of the largest recruitment consultancies in the UK and due to the rapid growth of business with prestigious companies, we are now seeking additional National Accounts Executives, based in London to join our professional sales team.

If you are 28+, self motivated, well organised, with a proven track record in sales, together with the ability to make formal presentations to clients at senior level -

Ask **ALFRED MARKS**

This position will command an extremely attractive package, including a company car.

Please send particulars to:  
Myra Greif  
Alfred Marks  
Adia House  
84/86 Regent Street  
London W1A 1AL

**AUTUMN CHANGES SW7 OIL CO. £11,500.**

No shorthand necessary. We need an enthusiastic, energetic, self-motivated person who will enjoy responsibility and using her initiative. WP exp. essential.

**MARKETING PA/SEC. c£9,500**

Do you have ambition? Say goodbye to your current role with the help of your good education and strong academic skills in this job with an exciting potential.

Please phone Sally Owens on 01-222 9070, 4 Post Street, SW1, 26439

**DO YOU EXCEL IN AN EMERGENCY? Temporary Secretary/PA**

Can you step into the shoes of the General Manager's PA and cope with his busy workload? He is the General Manager of an international City bank and requires good shorthand and also Wang experience. He would need you to cope from Friday 1st August to 15th August. The temporary rate will obviously match your temporary skills.

Call Stella Fisher on 01-422 2284

**COMPANY ACCOUNTANT**

Dealership accountant required for Ford Main Dealer to run a busy accounts department, preferably with motor trade experience.

Salary £15,000+ and Company car for the right applicant.

For application form, phone Janet on 01-546 7700 Extension 201.

**Currie Motors**  
New people to do business with

**TIFFANY & CO. P.A. & Accounts Assistant to Finance Director**

Tiffany, the leading jeweller on New York's Fifth Avenue is opening next month in London.

The Finance Director seeks a bright well educated P.A. who will be able to handle a straightforward set of computerised accounts. Applicants must have good typing but shorthand not necessary.

This position requires organisation, adaptability and a willingness to take on responsibility. It provides a unique chance to join a young team setting up in this prestigious jeweller in Bond Street.

£9,000 plus bonus, pension etc. Write with CV, to Charles Noel, 25, Old Bond Street, London W1X 2AA.

**PRESTIGE PACKAGE £11,000 WC2**

Probably 23-25, you are seeking to climb the ladder and gain valuable experience at a senior level. Stepping into this executive secretarial role with an international firm will provide variety and prestige. Shorthand and typing, the ability to deal with visitors from abroad and to cope with a variety of admin tasks forming a busy but enjoyable day. Combined with an excellent salary and company benefits this is an opportunity not to be missed.

**MERGE & ACQUIRE**

To assist this busy partner specialising in company law, you will have gained a calm unflappable nature, secure in your knowledge of company law and your excellent WP skills. He will utilise the skills and rely on your organising to assist him arrange his hectic day. Luxurious offices will make this a very pleasant task.

**DENTAL PRACTITIONER'S ASSISTANT SW7 £9,000**

This very busy and rewarding job will give you lots to get your teeth into! If you would enjoy greasing and arranging appointments for patients plus possess accurate typing for invoicing (WP - will train) and have a sympathetic nature then you could easily fill this gap. Age 23-45.

**Bernadette of Bond St.**  
Recruitment Consultants  
11 St. James Place, London W1A 1AA  
01-422 2284

**PA TO COMPANY SECRETARY IN PARK LANE £18,000**

Our international public property company are offering a post for a dynamic, energetic, highly confidential post involving many personal related duties. If you have good shorthand and WP experience (cross-trained), are extremely well presented and responsible, then you would delight in joining this caring company. Age 28-38.

**Bernadette of Bond St.**  
Recruitment Consultants  
11 St. James Place, London W1A 1AA  
01-422 2284

**Speedbird Holidays SECRETARY/PA To Marketing Manager**

Of Speedbird Holidays, a major long haul holiday company based in Hammersmith. This is a demanding position in a fast growing and highly active subsidiary company of British Airways. Salary c. £8,000.

Applicants please phone Ron Geal on 01-741 7483

**SECRETARY/PA**

High powered Secretary and Personal Assistant required for Managing Director, able to take charge of small and lively office of Property and Investment Company in Chelsea. Excellent salary.

Please telephone 01-352 6785 or write with full career details to: Lodge House, Bedford Street, London SW3 5AL.

**ALAN PASCOR ASSOCIATES LTD.**

This rapidly expanding sports promotion company requires:

**SECRETARY**

to provide complete secretarial support for Company Director and road race account team.

Post (20) entails typing and shorthand necessary, together with pleasant telephone manner. Knowledge and interest in athletics desirable but not essential. Ideally, applicants will be able to start within next couple of weeks. Salary according to age and experience. CV and current position/salary to: Louise Brodie, ALAN PASCOR ASSOCIATES LTD., Durham House, Durham House Street, London WC2N 6DL.

**MARKETING MOVE**

Are you keen to move into marketing? If so, our client an international firm of Chartered Accountants, has an opening for an enthusiastic, young assistant in their marketing department. Working closely with the director of business development and new publications, you will also be providing an information service to both press and clients and be the focal point for all the firm's marketing drives. Secretarial experience is essential in dealing with some correspondence, typing, and maintaining the director's diary. Age early 20's. Salary £9,500 a.p.w. with early review. Please telephone 368 3335.

**Crone Corkill RECRUITMENT CONSULTANTS**

**SECRETARY/PA**

Young, bright Secretary/PA required for International Art Dealer to assist in office administration. Must have initiative, organised mind and good typing skills. Salary and hours negotiable. Please call 01-422 2284 for further details.

**SECRETARY/PA**

Young, bright Secretary/PA required for International Art Dealer to assist in office administration. Must have initiative, organised mind and good typing skills. Salary and hours negotiable. Please call 01-422 2284 for further details.

**TEMPING TIMES**

SECRETARIES FOR ARCHITECTS & DESIGNERS Permanent & temporary positions available. Please call 01-734 0032

**NON-SECRETARIAL**

INTERIOR DECORATOR required for office space. Salary negotiable. Please call 01-430 0454.

**McKenna & Co FINANCIAL ACCOUNTANT**

We are a large expanding solicitors' practice currently seeking a Financial Accountant.

Reporting to the Financial Controller, the individual will be responsible for financial reporting, development of accounting systems and procedures, and supervision of accounts personnel. Candidates should be recently qualified, and possess good communication and supervisory skills. Experience of micro-computers and computer based accounting systems will be an advantage.

Knowledge of solicitors' practice will be useful but not essential.

Excellent salary plus usual benefits.

Please apply in writing, enclosing detailed CV to Bernadette Willoughby, McKenna & Co, Inveresk House, 1 Aldwych, London, WC2R 0HF.

**K NIGHTSBRIDG SECRETARIES**

Do you have ambition? Say goodbye to your current role with the help of your good education and strong academic skills in this job with an exciting potential.

Please phone Sally Owens on 01-222 9070, 4 Post Street, SW1, 26439

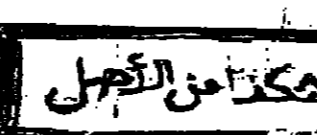
**SALES ADMINISTRATOR £9,200**

Self-starter with sales sense and a proven track record such as the requirements of my client, Sales Director of a young progressive company. Numerous administrative duties to perform, your own work load to create and control. Attractive, intelligent with competent typing 50wpm. Age 21-30

Contact Kim Russell 629 4343

**OFFICE MANAGER for Victoria**

Company General Secretary/PA. Excellent salary and benefits. Please call 01-430 0454.





Moran stops the rot in the ring

Scottish surprise in men's badminton



Smooth progress on the bowls road

Markswoman adds silver to gold

Canada shade the opening battle against arch rivals

By Srikanth Sen, Boxing Correspondent
Canada edged ahead of England as the two countries entered the final stages of the boxing competition at Ingleton yesterday.



Scottish flier: Middlemiss en route to reaching the last eight (Photograph: Ian Stewart)

Middlemiss is bright spark

By Richard Eaton
Kenny Middlemiss, an electrical engineering student, aged 22, eliminated John Goss, the Canadian seed, 15-3, in the quarter-finals yesterday.

Frivolity annoys the real Scots

By Paul Martin

It was designed to impress the Commonwealth Games visitors, but true Scots Highlanders were a little perplexed by it all.

Mixed fortunes for Scotland

Scotland suffered widely varying fortunes in the heats of the men's 200 metres individual medley yesterday morning.

Weir left with huge sour taste

By Philip Nickson
Ivan Weir, the veteran Northern-Ireland wrestler, was left with a sour taste in his mouth when he was eliminated in the quarter-finals.

Dickison ready for challenge

By Gordon Allan
Ian Dickison, the veteran New Zealand boxer, was ready for a challenge in the quarter-finals.

Guinness rides punches

Like Daley Thompson, the Commonwealth Games boxer became Guinness on Tuesday night.

Success a tonic for world bid

By Jim Railton
England's successes in the Commonwealth Games regatta have given the team a boost for their most gruelling test of the season.

COMMONWEALTH GAMES RESULTS

Table with columns for Badminton, Cycling, Swimming, Shooting, and Bowls, listing various events and winners.

TODAY

Table listing events for the day, including Athletics, Diving, and Wrestling.

TV TIMES

Table listing TV schedules for various events.

KEY

Key information regarding event locations and times.

TUESDAY'S LATE RESULTS

Table listing late results for Badminton, Bowls, and Women's events.

Sturges bows gladly to his track hero

Colin Sturges fingered the silver medal hanging around his neck and said without a trace of disappointment.

Men take hammering

Malcolm Cooper, the Olympic champion, had to give way to two Canadian youngsters in the air rifle event yesterday.

Great Britain has an embarrassment of riches at the top. Olympic and Commonwealth gold medal winners Redgrave and Andrew Holmes together with coxswain Adrian Ellison will compete in the coxed pairs in the World Championships as Britain's flagship.

George Miller, the president of the Scottish cycling union, warned yesterday that the rain-soaked velodrome faces certain ruin unless a roof is erected immediately.

Vertical advertisements on the right edge of the page, including 'Classical', 'Good', and 'Medcat results'.



CRICKET

Surrey get the better of remarkable contest despite Hadlee's heroics

By John Woodcock, Cricket Correspondent

THE OVAL: Surrey beat Nottinghamshire by 46 runs. A match remarkable for its fluctuations ended with Surrey as winners...

back and had Richards caught at the wicket, drawn to a ball that left him. With Robinson saving the single on one side of the wicket and Randall on the other...

stuff. Pocock's 12 overs were of his best - it was a lovely ball that accounted for Broad, being thrown well up and given the chance to turn...



In the last frame: Imran Khan, the Sussex all-rounder, on the receiving end of a bouncer from Jarvis, of Yorkshire

Yorkshire make an impressive start

By Peter Ball

HEADINGLEY: Sussex have scored 52 for two against Yorkshire.

Only 57 minutes of play was possible yesterday morning, but it was long enough for Yorkshire to make an impressive beginning...

GOLF

Young lion Baker in stunning form

By John Heanessy

Peter Baker, the prospective young lion of British golf, recorded a stunning victory in the third round of the English Amateur Championship at Hillside, Southport, yesterday.

RESULTS FROM HILLSIDE

SECOND ROUND: P Baker to J Pughen 3 and 2; M McCarthy to J Berry 3 and 2; S Suneson to J Neal 6 and 5; P Hester to J Sweeney 6 and 5...

ROWING

Fine form by pair and four of Britain

Roumanian, Czechoslovakian - British crews spearheaded by the boy's coxless pair and four, performed highly creditably on the opening day of the world junior championships (a Special Correspondent writes).

However, the girls' crews yet again found themselves racing against much taller, heavier opponents. The coxed four, comprising the best but may stand a chance of qualifying for the final in today's proceedings.

MOTOR RACING

Renault offer of engines

Paris (AP) - Renault have offered to supply the McLaren grand prix team with engines for the 1987 season.

Dowling misses record

Debbie Dowling missed equalling the course record by one stroke when she produced a 62, four under par, to lead and finish second at the 2000 Bloor's Homes Eastleigh Classic at Fleeming park after the first round yesterday.

SHOW JUMPING

Broome off to Dublin Show

David Broome, who is enjoying one of his most successful seasons for several years, is one of the six Britons who will compete at next week's Dublin Horse Show.

POLO

Los Locos at last gasp

Following the recent Sussex rain the going was perfect when the three consecutive quarter-finals of the County Polo Challenge Cup were played off at Midhurst yesterday.

Batsmen show their class

Schools Cricket by George Chesterton

1986 has proved a vintage year for batsmen. N A Stanley of Bedford Modern, M P Speight of Hurstpierpoint, J Longley of Tonbridge and M A Crawley of Manchester GS all added to their terms in four-figure aggregates in the recent Oxford MCC Schools Festival.

side. Clifton played attractive, attacking cricket and most of their young eleven will return next year. They wound-up their season with wins against Eastbourne and Winchester in the Tonbridge Five Schools Festival.

and Westminster. J Tregor has proved a valuable import as a wicketkeeper-batsman at Eton. They were unlucky that the weather deprived them of victory over Harrow at Lord's.

Amis makes the top grade

THE CENTURIORS

Table of cricketers and their century milestones. Columns: Name, Innings, Debut, Year, Age, Total.



Amis: Perseverance personified

finished at the bottom of the Warwickshire averages (55 runs in eight championship innings), it was looking as though he might never make the grade. A heavy scorer in the fifth Test match of 1976. So vulnerable had he become against the fastest bowling that after being hit a dreadful blow by Holding, playing for MCC against the West Indians at the start of the 1976 season, he had developed a curiously peripatetic method to counter them. I remember asking him, after he had been picked to play in that Oval Test, whether he was looking forward to it. He had achieved so much and yet suffered such tortures against Lillee and Thomson that I thought he might, deep down, have been content to rest on his earlier laurels. But not a bit of it. "Yes, of course I am," he said. If asked to come back today, I have no doubt he would jump at that too.

PPA CERTIFIED DIVIDENDS. All dividends subject to reversionary. All matches for July 29th.

LITTLEWOODS POOLS LIVERPOOL. THIS WEEK'S 8 TOP FORTUNES OF EACH.

VERNONS POOLS LIVERPOOL. THIS WEEK'S TOP WINNERS. INCLUDE TREBLE CHANCE DIVIDENDS.

ZETTERS POOLS LONDON EC1. THIS WEEK'S TOPS GALORE.

VERNONS POOLS LIVERPOOL. TREBLE CHANCE DIVIDENDS. 24 PTS £168,079-25. 23 PTS £376-55. 22 1/2 PTS £284-75. 22 PTS £38-40. 21 1/2 PTS £12-00. 21 PTS £10-15.

FOR THE RECORD

BASEBALL, YACHTING, CRICKET, FENCING, TENNIS, GLIDING. Lists of records and winners in various sports.

TODAY'S FIXTURES

Next West Trophy Quarter-finals: LEICESTER: Leicestershire v Lancashire. HEADINGLEY: Yorkshire v Sussex. WORCESTER: Worcestershire v Warwickshire.

Entertainment section with various small ads and notices.



